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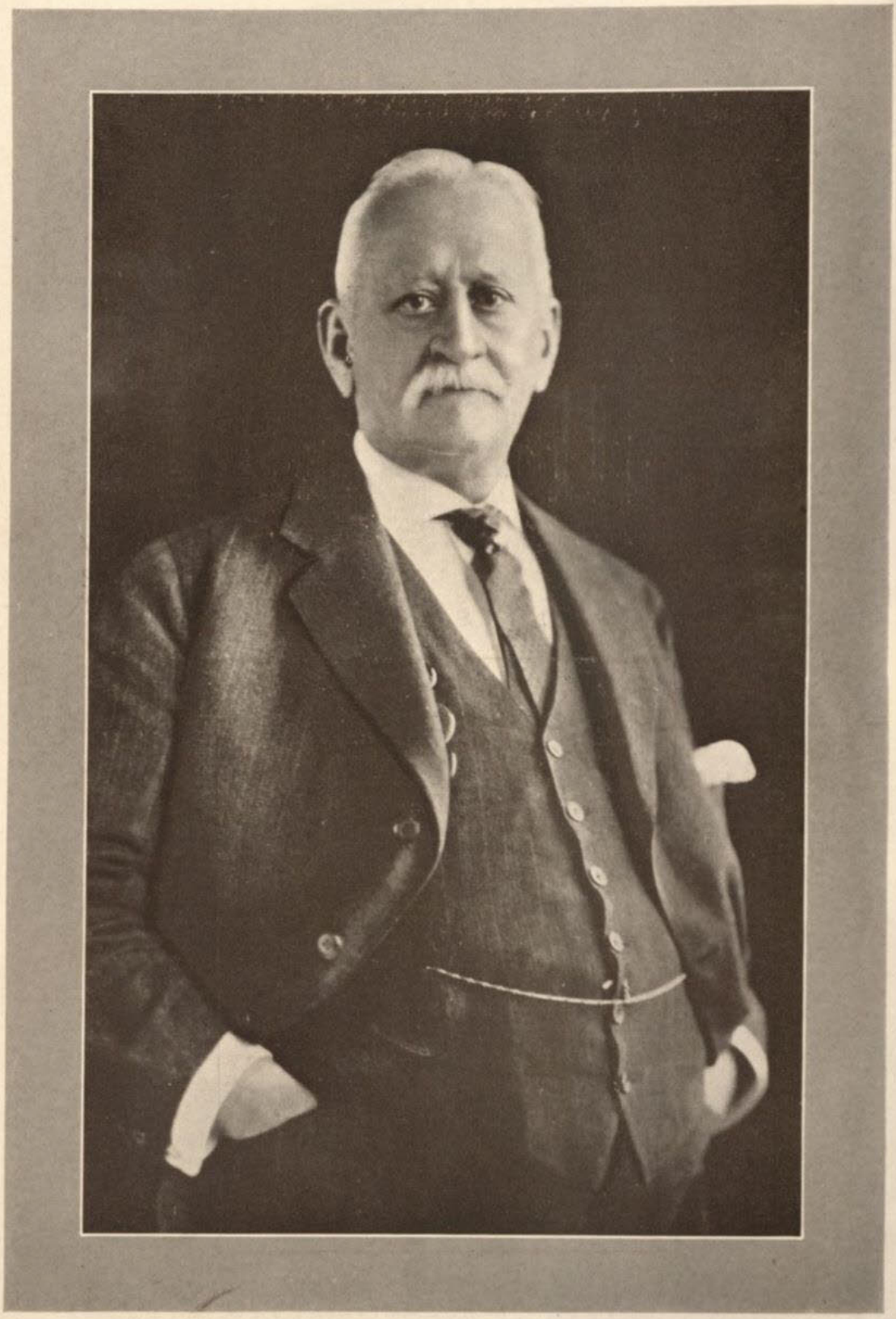
Published Monthly by United Fruit Company

For Employees in all Branches of its Service

UNITED FRUIT COMPANY
BOSTON MASSACHUSETTS.



Minor Cooper Keith

Minor C. Keith

Pioneer and Nation Builder Passes in his Eighty-Second Year

MINOR C. KEITH, one of the founders of the United Fruit Company, pathfinder and discoverer of the resources of Central America, died at his home in New York City on Friday morning, June 14 and was buried on the following Sunday from his country estate at Babylon, Long Island. He was in his eighty-second year and had been active in his far-flung business enterprises until the end.

To write the history of Mr. Keith's life would require many volumes of UNIFRUITCO. He was a picturesque character, with great breadth of vision, indomitable will and resourcefulness, and it would be impossible to describe the economic progress of the Central American Republics without entering into the ambitions, struggles and realizations of Mr. Keith's long life. Mr. Keith was born in Brooklyn, New York, on January 19, 1848. When sixteen years old he was a cash boy in a Broadway store at three dollars a week. Soon afterward he went into the lumber business in which his father had been engaged and in the first year made $3,000. profit. Before he reached his majority he was in Texas, punching cattle. He became impressed with the value of the then only railroad in Texas, a short line connecting Galveston and Houston, and dreamed about a chain of railroads to open up the resources of the south and southwest.

In 1869 Mr. Keith owned 4,000 head of cattle and a reasonable cash surplus. He sold out and in 1871 went to Costa Rica where he joined his brother Henry M. Keith in the construction of a railroad which was to run from Port Limon to San Jose. The original contracts had been let to Henry Meiggs of Peru by the Costa Rican government and Mr. Meiggs transferred them to his nephew Henry M. Keith. At this time there were no railroads south of the Rio Grande to the Isthmus of Panama, with the exception of a few miles of track in Honduras. Two years were to elapse before Mexico was to lay her first mile of track and to Mr. Keith therefore belongs the credit due the man who had the courage and the enterprise to build the first railroad in the American Tropics.

At this time Mr. Keith was twenty-three years of age. His courage was amazing. The construction of the Costa Rican railroad cost the lives of 4,000 men. It began in the jungle and ended in the jungle and it was nineteen years before the first train climbed the tortuous right-of-way into San Jose. The history of the building of the Costa Rican railroad has never been adequately written. Mr. Keith's three brothers died, the government was unable to meet its financial obligations, and only Mr. Keith's personality held his laborers on the job for a long period without pay. In the end the Republic of Costa Rica paid to Mr. Keith every cent due him under the contract and reimbursed him for the losses he had sustained, and construction was continued.

Mr. Keith early saw the advisability of supplying his railroad with freight and in 1872 he planted bananas along his right-of-way in order to supply cargo. Shipments were made to New Orleans and New York and in 1898 Mr. Keith was the largest banana grower in Central America.

In 1899 the interests of the late Andrew W. Preston, and Mr. Keith converged. The getting together of Mr. Preston and Mr. Keith marked the beginning of an epoch. Mr. Preston had wonderful financial ability; Mr. Keith was the explorer, the "go getter." The Preston interests were shipping bananas from Jamaica, Cuba and Santo Domingo to New York; combined with the Keith properties in Costa Rica, Panama, Colombia, Honduras, and Nicaragua, an economic unity was created and the result was the United Fruit Company and its history of progress during the last thirty years.

To recite the details of Mr. Keith's labors for the ensuing twenty years would be to write the history of Central America. In 1912 Mr. Keith incorporated the International Railways of Central America. London financed the plan with an issue of £1,000,000 five per cent. bonds. This Company then took over all of the railroads in Guatemala and also the Salvador Railway which extended from La Union to San Miguel. In 1922 the Company completed the railway to San Salvador, the capital. The final link in the long chain was the completion of the road to the Atlantic Coast, so that Salvador now enjoys the alvantage of shipping through Puerto Barrios, in Guatemala, instead of depending upon the ship service of the Pacific.

Mr. Keith's railway projects have aided enormously in the development of Guatemala and Salvador. Since his negotiating a loan for the latter country, its revenues have more than doubled and the government has expended $4,000,000 in paving the capital city and providing a water supply and a sewer system. Probably $10,000,000 will have been spent soon on modern macadamized roads through the country.

In 1883 Mr. Keith married Cristina Castro, daughter of José M. Castro, former President of the Republic of Costa Rica.

He belonged to the Metropolitan, New York Yacht, Whitehall, City, Midday, Explorers and Economic Clubs and India House of New York, the Exchange Club of Boston, and the Royal Automobile Club of London, and was a contributor to the American Museum of Natural History of New York and a Fellow of the Royal Geographical Society of London.

> MINOR COOPER KEITH—that was his full name—was the first to learn that the only way to get something out of Central America was first to put something in. That elementary fact had not been previously noted by anyone. They had all been gripped by the myth of the easy wealth of the tropics and had come merely to take. He worked differently and never found himself in conflict with any government, for everywhere he brought more than he took away. He created wealth. He did not hunt for wealth that had already been created. And today, after more than half a century, he stands out as the founder of the most important enterprises in Central America. . . . He is to be considered more as a creator of wealth than as an accumulator of it. With him, as with all truly great pioneers, the money he earns is an incident to the work that he does.
>
> —SAMUEL CROWTHER
>
> Excerpts from his "Romance and Rise of the American Tropics"—1929

UPON receipt of the news of Mr. Keith's death the following letter was sent to each Director of the UNITED FRUIT COMPANY by the Secretary, Arthur E. Nicholson.

"It is with sincere regret that I advise you of the death on June 14th of Mr. Minor C. Keith, one of the pioneers in the banana industry and for many years a Vice President and Director of our Company. Probably no man, certainly no American, was better known in Central America, or had more to do with the commercial discovery and development of those countries in which the UNITED FRUIT COMPANY is so vitally interested.

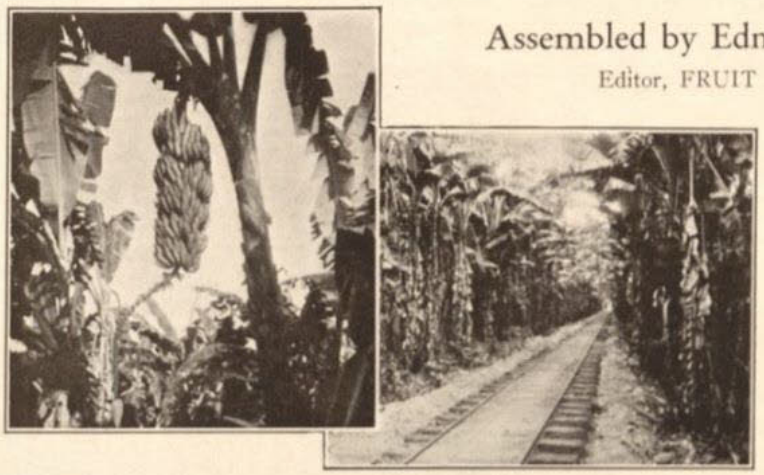
"Together with our first President, Andrew W. Preston, Mr. Keith shares the distinction of having made possible the organization of the UNITED FRUIT COMPANY. With remarkable physique, unbounded energy, and a persistence which lends success to ambition, Mr. Keith was essentially a nation builder and a developer of new projects. He had the vision to look into the future and the courage to undertake what he saw there.

"To those privileged to be associated with him in business his passing will be a deep loss. To the UNITED FRUIT COMPANY his memory is an inspiration and a guide.

"I feel sure that all the officers and employees of the Company will join in extending sympathy to Mr. Keith's family."

ME! TRAVELING BANANA!

Story of the last two weeks in the life of a 97 pound Tela "Nine" as told by the Traveling Bunch itself and the Banana Men who participated in it



Assembled by Edmund S. Whitman
Editor, FRUIT DISPATCH

Part I:

The Tropics

Chapter 2

My First Sight of the Sea

MY pride was somewhat hurt to find, after my imposing escort from the Farm to the railroad siding, that my arrival had not been heralded, but my feelings were appeased when it was explained to me that it was part of the game to have every one individually watching out for the "tagged" bunch. I therefore consented to being stowed in the fruit car along with my many brothers and sisters. I must confess that it was somewhat of a jolt to my ego to see that every single bunch of fruit placed in that car was handled just as carefully as I was. It looked very much as though I were going to have to take my chances along with the rest.

Any fears I entertained of being doomed toobscurity from then on were speedily dispelled, however, for I heard the ring of hoofs on the ground and then an exclamation from one of the stevedores as the Overseer and his rangy Timekeeper dismounted. I'll let JAMES E. THOMPSON, my Overseer, tell his own story of my discovery:

ON the morning of April 15th the Timekeeper and I set out through Farm 12. Down between the long rows of banana trees we rode, taking note of prospective areas wherein were mature bunches. Suddenly, a crackling sound reached us. We immediately diverted our course and in a few moments arrived at the spot where the sure, sharp blade of the Cutter's knife had bowed the proud head of one more banana plant. I approved the grade of the fruit and spoke a few words of praise to the Cutter, who swelled his chest and began whistling "Cuatro Milpas" as he fixed his eye on another stem of bananas already doomed to be taken from its romantic environment.

Up and down the long row we rode, commending one worker, reprimanding another, but always encouraging the harvesting of stems most fit for the sea voyage to the States or European destinations.

A train whistle blew a shrill blast and a long chain of empty cars glided down the track which divided the plantation into two almost equal areas. In a few moments the locomotive screeched another warning and headed back in the direction from which it had come, its engineer having spotted the empty cars in the several spurs along the entire length of the Farm.

The Timekeeper and I meanwhile proceeded to one of the *bacadillas* or loading platforms at kilometer 108.1. There we left our mounts and climbed in to a No. 550 fruit

car which was being loaded with the fruit which had arrived from the Farm carefully packed on the backs of mules. And lo, and behold! Among this fruit stood an imposing stem of bananas bearing a mysterious looking tag.

"Que gallan!" exclaimed one of the stevedores standing nearby, as we scanned the tagged bunch from head to foot, admiring its perfect proportions. Twelve hands it was, and beautifully formed. The fingers were artistically shaped and uniformly arranged, giving a natural symmetry to the whole.

Joyce Kilmer in his poem "Trees" said: "Poems are made by fools but only God can make a tree," but in the case of bananas, man has overcome many unfavorable conditions and has aided Mother Nature to produce a finer specimen. Words, no matter how skilfully chosen, can not adequately depict the beauty of a flourishing banana farm to those who have never seen this fruit growing in its natural habitat.

The Timekeeper, L. C. GROVES, also admired my proportions, but he it was who counseled me not to take too much pride in my appearance. A chill of apprehension crept down my stem as he said: "You will be admired by many, but your flavor will be the grounds for decision as to your real worth."

I shall never forget that railroad journey, my first trip away from home. With all my friends waving good-bye to me, their glossy green leaves shimmering in the sunlight I loved so well, our train picked up and we moved down the track through some twenty kilometers of banana farms lying trim and well ordered on either side. Signs of activity were all about. I saw many strange cutters, mulemen, overseers and timekeepers, all busy. Probably they were all keeping a weather eye out for me but they were deeply engrossed in a big job of which I was but an infinitesmal part. It came home to me forcefully then that every single bunch of bananas that left those farms received as much care as had been and was being given to me. The only difference was that my tag gave me personality while my companions were green with envy—.

We called a halt at the town of Progreso while the passenger train came in and discharged its carload of tourists, baggage and mail. Then we proceeded again, passing Superintendent Hutching's pretty house and the big office, and then we plunged in to the Ulua District.

I am proud of this picture. It shows my trim, clean lines and gives a good idea of my size. Juan Rodas, Carman, received me and stowed me carefully for my railway trip to the ship

Mile after mile of banana plantations flashed by. I saw the spur leading into Guaymas where I heard said there are thousands of acres of fruit under the same sort of maintenance given the Progreso farms. We stopped for a drink at Toloa Junction and then gathered momentum again for our final lap to Tela by the sea.

At last the gaunt radio towers at Tela hove in sight to the left. We passed the airplane field and racetrack. The pretty houses, yellow with red roofs, just like those on the farms, were set among graceful coconut palms. A thunder, which I was told was the ocean, could be heard.

Into the railroad yards we rolled. Construction shops, machine shops, foundry, ice plant, power plant, commissary, station, hotel—all slipped by. And then at last the wharf—and the sea!

I appreciated then the thrill there is in the sweep of blue water for anyone who sees it for the first time. The dock ran straight out for a considerable distance into the sea. Half way out we passed the graceful *Victor* riding at anchor, and then I saw the S. S. *Oritani,*

which was made fast to the dock with the conveyors installed, all ready for me to board her for my trip north. I had indeed bade farewell to that blissful life in the rich Ulua valley, now miles away behind a mighty mountain wall.

In the hands of the Dock Wallopers

An altogether different breed of banana men, these exportation people. I didn't see a single mule on the dock nor a farmer. But for that matter why try to visualize a farmer without a mule. A quick-moving crowd, too—shrieking at each other above the din and clamor of dock work. With trains moving long strings of empties off and bringing fresh cars out; with motor cars put-putting in and out, and the conveyors taking the green bunches from the dock to the ship, the scene I observed was one of great bustle and activity.

Stevedore S. M. SHEARER located me at approximately 7:45 A. M. on April 16, and extended me the courtesies of the dock. He said that the Superintendent of Exportation, J. G. Beasley, wanted me to have the pad of honor in his office, an invitation which I accepted with alacrity. I was a bit tired and a little worried over a slight scarring which had developed on seven or eight fingers of my seventh hand. I called the Stevedore's attention to this and here is his report:

> In the first row of standing fruit, near the doorway was the tagged bunch. It was carefully removed from the car and found to be full twelve hands, well and evenly spaced, with an undeveloped thirteenth. In spite of the prevailing dry weather, this fruit was a splendid color. It was laid aside for the *jefes* to inspect. Mr. R. K. Thomas and Mr. C. H. McClellan weighed and inspected it and pronounced the fruit three-quarter grade Special American with the stem weighing about 100 pounds. Seven or eight of the fingers were slightly bruised on one side near the center of the stem.

Jesse Baker, Chief Stevedore, and Cacho, Wharf Carman, discover me on the dock and examine my credentials

I was about to refuse to be unloaded until I could get an explanation from Mr. Thomas of this scarring but I couldn't disregard the plea of Cacho (a real Carib with twelve years of faithful dock service to his credit) to be reasonable. JESSE BAKER, Chief Stevedore of the dock, hopped into the car then and had his picture taken with me and he recorded the following conversation I had with Cacho:

Good morning, Cacho; I did not expect that my Pullman would stop at this Number 3 loading machine, but I certainly am glad it did, for I know you will take good care of me and see that I get aboard the ship all right. Just make me a place on the wharf first so that I can watch some of my friends going aboard while I wait for the gang from the office to come to say *"adios."*

Mr. Thomas hurried out to investigate this scarring complaint I had raised. His report on this follows:

> It is of interest to note that this picked stem showed slight scarring apparently where it had come in contact with the pad on the shoulder of the Backer on the farm. But this may not have been the stage at which the slight scarring occurred. It may have happened in the car from touching another bunch but the scarring seemed to be at the exact spot where it might have rested on a shoulder and the general opinion was to the effect that "shouldering" was the cause, for as the Traveling Bunch had been stowed standing in the center of the car it did not come in contact with padding at the sides or ends of car.
>
> Aside from this scarring, the bunch as it appeared on the wharf was absolutely clean except for one spot on the opposite side from another slight scarring where the end of one finger had pressed against the finger below.

All this is of interest as showing how all methods of handling fruit are being watched and as illustrating how difficult it is to locate the exact stage at which scarring occurs. Much study is being given the subject. Shoulder scarring where pads are used has not been under serious suspicion.

Such a handsome apology from the Division Manager soothed my ruffled feelings and I was in fine humor to interview VERSON W. GOOCH, another traveler, who flattered me by comparing me with a Dartmouth Football Team:

George Gisch ran me down to the dock on the "Two Spot" in time to see Jesse Baker take charge of the Challenge Bunch. It looks like a big, green football team. Strong, stalky, full size; big hands and fingers in grouped symmetry. If it should land in Fort Worth next week I can see the husky Fruit Dispatch Manager there taking it on a quick ride to "The Retail."

Last December in Cambridge I heard President Cutter tell "Tech" students about this bunch and its Tela brothers. Who knows? Perhaps it will land in Boston for our Banana Diet Clinic's boys and girls. At any rate, it brought Tela good fortune—a rain storm this morning. First in three months!

Just as I had almost entirely regained my complacency and self esteem, along comes one R. M. BEASLEY from the Manager's Office, who examines me with a critical eye and then offers up the following disconcerting benediction:

I hope, Traveling Bunch, that you'll follow the even tenor of your way during the remainder of your career as successfully as you have done to date. I hope you'll come to a timely end at some youngsters' outing. If this happens I can imagine with what gusto and out-puffed cheeks you'll be consumed.

All this talk of "eating" jars on my sensibilities. My contact with F. J. G. ROBINSON, the genial Chief Clerk of the Agricultural Department, was more to my taste—no, no, I mean liking. This is what he said:

On the wharf I examined the Traveling Bunch with keen interest. It was lying on a comfortable bed of leaves. All around were Caribs and Latin-American laborers loading its brothers and sisters on the *Oritani,* Baltimore bound. The noise of their chatter and the moving of fruit cars did not seem to disturb it in the least. It knew that it was the pride of the wharf and if it was conceited it is quite understandable, for it had taken the prize and felt honored at its selection.

As I saw this visitor walk away I waved my bottom hand at him and I tried to shout (but the noise made by the fruit trains and the laborers drowned my voice) "Goodbye to the Tropics. I'm really off on my trip to the States. Where I shall finally land no one knows, but this much I do know. I am proud to be selected as a representative, clean-living stem of Tela fruit, and I will try to justify my selection wherever I may go."

One of the most eminent men in the Division, WILSON POPENOE, summed me up in a manner which I would call positively masterful were it not that he, like Mr. Beasley, insisted upon harping on the eating angle. Nevertheless, I hand down his remarks to posterity for I am resigned to my fate and am big enough a banana to recognize a studious exposition even if it does wind up in the fruit bowl. Now, listen to the Doctor:

I have had the pleasure of seeing the tagged bunch of bananas about to start on its long journey. It looked plump and well fed, of that even green color which bespeaks proper shade relations on the farm; almost entirely free from scars or bruises; graded as carefully as long experience and intimate knowledge of the banana can effect. In fact, an ideal bunch. Not the biggest which can be produced, but large enough to command respect and admiration when it hangs in some grocer's window up in the States.

I wonder how many of the people who will finally eat "fingers" from this bunch will give a thought to its agricultural history. Perhaps they will reflect that it came from 'way down in the Caribbean country, or that it was brought north on one of the vessels of the Great White Fleet. May be some will even recognize the important part this fruit has played in the commercial development of the Caribbean countries. But how many know what has gone into those bananas in the way of light, and heat, and water, and mineral elements?

The banana plantation is nothing more nor less than a factory, whose product is human pleasure and energy in the form of ripe bananas. This factory uses sunlight for power—

we have lots of it down here in the Caribbean. The water required is drawn up from the soil, bringing with it mineral nutrients in solution. Acting on these, with the aid of a mysterous substance we call chlorophyll, which gives the green color to leaves, sunlight produced the food stored in the tagged bunch we have just shipped. What we have really sent, therefore, is tropical sunlight in a sealed package.

The story sounds simple, doesn't it? Perhaps I have made it too simple, because I have not stated that our factory, to operate efficiently, must have just the right quantities of raw material. In short, it is just like any other factory.

I seem to hear you Unifruitcoites up north laugh. "Ha, ha," you say; "that's a good one. How are you going to regulate your supply of sunshine? Hatfield tried to make rain, but we haven't heard of anyone who proposed to control sunshine!"

Not so fast. We don't control sunshine, but we control the amount which reaches our plants, by spacing them closely together, or farther apart, so that the light can reach a smaller or a larger proportion of the leaf surface.

"All right," you say, "but how about other raw material? For example, how can you maintain a uniform water supply? Supposing you have tremendous rainstorms. Don't your plants get more water than they can use?"

They would if we did not instal elaborate drainage systems. And furthermore, they would suffer from drought, in certain countries and at certain seasons of the year, if we did not pump water on to the land out of rivers and wells.

"Then how about your mineral elements?" you persist. "Do all soils contain just the right kinds of mineral in just the right proportions?"

Not exactly; but where there is a shortage it is usually of nitrogen, and to get this we make the native vegetation work for us. Plants gather nitrogen from the air, you know, then we bury them in the soil, where they decompose, and billions of little bacteria get to work and turn the raw nitrogen gathered from the air into nitrate on which our bananas feed. We need lots of banana food if we are to operate at maximum efficiency. I wonder if you've ever stopped to realize what we are producing.

"Sure, bananas," I hear you say; "and you'd better grow more of them or Fruit Dispatch won't be able to supply its customers."

All right! All right! We are going to grow more of them, and of better quality than you ever saw before. But I was getting at the matter from another angle. We are talking about factories. Well, ours turns out manufactured products, sugar and starch, at a rate which is fairly astounding. An acre of ground can yield 350 bunches per year. A good bunch will weigh 60 lbs. on an average. This gives us 21,000 lbs. of fruit per acre per year. About 22 per cent. of the total weight of the fruit consists of dry matter in the form of sugar and starch. We have, then, a yearly production from each acre of land of approximately 5,000 lbs. of these foods. Where else are you going to get such tremendous production, so much human energy from an acre of ground?

Add to this argument the fact that the banana is a delicious food, and you have the basis for our belief that this crop is destined to play a more important rôle in the future of the world's food supply than it has played up to the present. Population is becoming dense; many countries already have had to give up, practically, the production of meat for human food, since an acre will yield less in this form than in many others. As time goes on, larger and larger returns per acre will not only become desirable, but absolutely essential, if the world is to be fed from its own resources.

In short, you must conclude that people must eat more bananas unless we are going to draw upon other planets for our food supplies. The latter, you will admit, is scarcely probable.

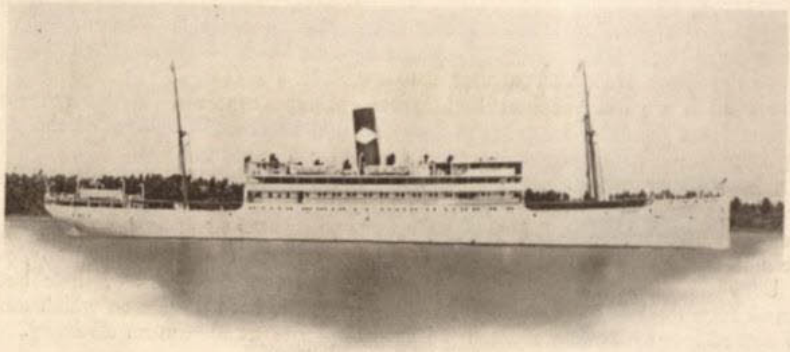
The boat's whistle is sounding and a couple of the conveyors are already off. The dock is the scene of great excitement. I have had, probably, my last interview in my home land. No, here comes SUE WEAVER from the Manager's office. She is one of the best known banana ladies in the tropics. Anything she says goes on record:

Gazing around rather uncertainly amid all the hustle and bustle of a busy morning on the wharf, I happened to see a beautiful and perfect looking stem of bananas all by itself on a bed of leaves at one end of the office, and going over to look at it more closely I discovered the tag and knew this was the Traveling Banana.

Of course, any bunch of bananas has me for its friend and champion, but I tried to be impartial in my judgment regarding this one and looked it over with special care to see if I could find any faults. I discovered two or three bruised fingers which I hope will be the only ones when it reaches its final destination. The stem seemed in perfect condition otherwise and shows the result of good, clean living in the tropics. I know such a beauty will have no trouble in making friends along the way.

Now Sue has left. My tropical life is over. It is now just a question of minutes before I go aboard the ship. No doubt the Captain will superintend my arrival. Perhaps they are waiting for him. It is rather nerve-racking to lie here in the Exportation Office, all tagged up and not going anywhere. The suspense is running me ragged. I mustn't let that happen. As a representative Tela bunch I must never get run down. Dear me! This delay is terrible! You don't suppose they have forgotten to put me on, do you? O, that would be too awful! I'd rather be eaten than have that happen! There goes the whistle again——!

Of course, as you have guessed, the Captain doesn't forget his distinguished passenger and arrives in plenty of time to see that the Traveling Banana is comfortably established for the long sea voyage to the States. In Chapter II you will read of the reception given the much-heralded guest and of his impressions of his sea trip and further journeyings.



The Vagabond Club

AND now we have the Vagabond Club with a President, a Vice President, and all the other officials that well-regulated clubs have.

The Vagabond Club is a crew of jolly sea rovers who have made a trip to the tropics on the Great White Fleet Steamship *San Blas,* Captain George H. Grant commanding. Eligible members are those who have made the trip to the tropics on other Vagabond crew ships; or any one who contemplates making the cruise in the near future. There is nothing exclusive about the Club. It is for the purpose of disseminating useful information and establishing good fellowship among those who have gone vagabondizing through the Caribbean.

The Treasurer of the Club is Mr. C. A. Wiswall of the Wakefield Paper Box Company of Wakefield, Massachusetts, and it is to him that applications for membership should be made. Mr. Wiswall will also be glad to exchange experience with any genial Vagabond whose inclinations lead him that way. The following letter is self-explanatory, so let all good Vagabonds take notice and help to make this deep sea-going society a success:

Wakefield Paper Box Company
Wakefield, Mass.

To Capt. Grant, and Officers,
United Fruit Boat, *San Blas*
Gentlemen:

We, the undersigned, beg to express our very great appreciation of the many courtesies extended to us on our recent "vagabond trip" to the tropics by you and the officers of the *San Blas*. Nothing was left undone on your part to add to our enjoyment.

As this, we understand, was the first trip called a Vagabond Cruise, we have organized an association to be known as the Vagabond Club, of which we are the charter members. All others who take a similar trip are eligible to membership. No dues or initiation fee.

We would respectfully ask, if agreeable to ship regulations, that this be entered upon the log book.

Again expressing our esteem for your efforts on our behalf, we subscribe ourselves,

(signed) JOHN S. GRIFFITHS, President
H. E. WHITTEN, Vice President
W. N. BOLSTER, Secretary
C. A. WISWALL, Treasurer

Markets and Maidens in Habana

By William McFee

In May 1928 Mr. McFee pictured for us his impressions of Cartagena and of a lovely lady he saw there taking the air on her high-hung balcony. Now Havana is the setting and "Queens of Beauty," albeit not so remote, claim his attention

IT used to be a stock phrase of mine that you could only get out of a foreign place what you brought to it. This was a philosophical way of saying that one had to be equipped to appreciate what one went to see. I had beheld young ladies gazing at inscriptions in the museums of London and Athens which were, quite simply, Greek to them. On the other hand I found myself later, in the ancient city of Copán, in Honduras, gazing at inscriptions which neither I nor anybody else can entirely understand. The young ladies in Athens could ask a guide or look it up in a book. My guide in Copán knew no more than I, and the book could give me nothing more nourishing than a formula for calculating the date; and even that might be a whole cycle, a complete *tonalamatl* from the actual year. Nevertheless the sight of that ancient city of the early Mayan Empire possessed an interest which even an ignorance of its history failed to discourage. What we do not know we may imagine, and his imagination is torpid indeed who does not ponder upon the mystery of those stone records, to which we have no key, and the unexplained migrations of their sculptors through Central America.

The point of these observations is that to the tourist in a hurry and who has given no particular study to the country he visits, that country must remain very much what the Empire of the Mayas is to all of us. He gazes spellbound at people in costumes and amid architecture to which he has no key. He is confronted by customs and laws and foods, to say nothing of drinks, not found at home, and of whose origin he is ignorant. Who can blame him, then, if he confines himself to the standardized sightseeing and flees for comfort to some great caravanserai (American Plan) where he will find his own cronies, and cooking, and currency, and conceptions of human conduct.

Nevertheless, these good people, when they travel thus in close harmony, miss many amusing facets of the human crystal. Take for example, the ancient city of San Cristobal de la Habana in the Island of Cuba. Consider the reputation it has had foisted upon it by those who seek its native and imported moistures after a season of enforced aridity within the frontiers of the United States. To say in general company "I am going to Havana" will evoke smiles and winks from Portland, Maine to San Diego, California, from Seattle to St. Augustine. To announce one's return from Havana is to endure roguish allusions to successful smuggling, and (this is practically unavoidable) the implication that you spent your entire vacation, day and night, at Sloppy Joe's! Verily we are a wonderful people. Our sense of humor and of the resources of modern travel must strike the native of foreign lands as peculiar. Fortunately for us, politeness is a common virtue all over the world, and we rarely encounter criticism while our supply of travelers' checks remains unexhausted. But there arises in one's heart at times a pathetic desire to do justice to Havana, to rid her of that fearsome association with the habits of the common sot, and to treat her for once like a lady. The Queen of the Antilles has to endure too many brazen winks and leers from loose-lipped hoodlums—she who has been the lovely mistress of Spain's haughtiest viceroys.

And if we are to pursue this metaphor of Havana as a beautiful feminine personality, one is bound to point out that she passes the supreme test of her sex. She appears infinitely alluring early in the morning. Even the swart Cuban policeman, looking out of his

cubicle by the gate at the early riser's pass, has the air of being the guardian of a celestial city. And if you turn eastward and walk along the quay where the coasting schooners are preparing to start on their humble voyages, you will discover the pulse of life already beating briskly in the purlieus of the port. On the wide pavement are market booths, where you may buy fish and vegetables. Crates populous with chickens line the sea-wall, an occasional bird looking out, with that strongly disapproving expression so often affected by traveling poultry. Ladies with their heads tied up in flamboyant handkerchiefs and their skirts pinned up to reveal squashy elastic-sided boots and cotton stockings, examine a rooster critically, holding him in a highly ignominious position, considering the number of incarcerated hens looking on. Other ladies, younger and with authentic shingles and bobs, buy fish. Their skirts need no pinning, nor are their stockings cotton. Their heels are conventionally high and they move with the charming assurance of the modern young lady who thinks her mother a dead one.

And the fish you discover them to be buying are as interesting as anything you will see in the Caribbean. To those who see fish only on Thursdays in some inland store, these brilliant things are marine jewels. Consider the octopus whose eight dark squirming arms, surrounding those terribly knowing and implacable eyes, are much relished by both shingles and bobs for their husband's suppers. Or take the *cabrilla,* a short stumpy fish whose body ends abruptly in a gigantic mournful mouth. I urge you to take it. Or if you have scruples about arriving on board holding a fish wrapped in a broad green leaf, order Cabrilla Colbert for lunch at a native restaurant and see him arrive on the table seductively stuffed, his lugubrious mouth agape and mounted upon a cleft orange. While you await his obsequies, tickle your palate with a dozen of the minute but delicious Cuban oysters. On no account should such a meal be ruined by spirituous liquors of any description. Havana coffee, black and invigorating, furnishes the perfect conclusion.

It would not do, however, to concentrate exclusively upon the joys of the table. More esthetic pleasures are in store for him who can abandon the Casino and racetrack to their usual patrons. There is, for example, the Carnival. Any one arriving in Havana from New England in February, having forgotten those dear old days in New Orleans, when a bitter wind would blow the Mardi Gras floats up Canal Street and send the spectator into a saloon for a hot noggin, will survey the Prado on February Tenth with delight. Because it is the custom for the children to assume fancy dress and to arrive in open automobiles, in carload lots, as one might say, to attend a grand reception. Very fantastic and amusing they are, like wagons of extravagant flowers, as they surge up to the entrance, their huge head dresses and billowing costumes overflowing over the edges of the cars. In the central walk the proletariat disport themselves and their small children too appear resplendent in ingeniously contrived regalia. Gentlemen of trade seize the opportunity to do a roaring business in *dulces* and soft drinks. Small throats are dry with excitement and to many this is the great event of their lives.

The male element diverts itself in the usual way of Habana. Attired in preposterous disguises, masked and monocled, bearded and bedizened, in sable and motley, they rush at high speed up and down the Prado in loaded automobiles. We on the side lines throw up a barrage of streamers and confetti through which the mob of cars hurtles while the occupants strike heroic attitudes, as though they were performing some extraordinary acts of civic virtue. Almost automatically we applaud as they pass, half convinced that we are looking upon fantastic demi-gods who have consented to appear to us mortals for a brief moment.

Goddesses too, are to be seen if one waits. At the upper end of the Prado mounted police herd us back into solid banks of humanity and word goes round that "they" are coming. Young ladies with extremely long lashes and bright challenging eyes press forward ecstatically to see "them". Motion picture gentlemen, carrying their cameras, ambush themselves in near-by arcades and on the back seats of motor-cars. A wave of excitement rustles through us as we crane to see what is coming. Someone mentions that the queens of beauty are to come across from their hotel to a *tertulia* in their honor at a house on the

Prado. This romantic news sets us all very much agog. Those of us whose acquaintance with any sort of queens is limited, are thrilled at the notion of beholding queens of beauty. Queens, mind you, plural number. One queen is impressive. The thought of beholding a multiplicity of regal forms and faces almost makes one faint until one remembers that words no longer mean as much as they used to do, and a beauty-queen may be as disappointing as a lumber-king, a coal-baron, or a labor-czar. Musing thus, and reflecting that if these queens are more lovely than some of the stenographers and college girls of Habana, now thrusting their pulchritude against one's shoulders, they must rival the Serpent of Old Nile and the far-famed daughter of Leda, one passes the time until an awestruck "Ah!" and a unanimous pressure against the backs of Cuban constabulary indicates that at last "they" are coming. And as half a dozen stylishly dressed young ladies, each on the arm of a Cuban officer, walk across the street, the cameras grind and click, a band thrums rhythmically not far away, and a faint sound of good-humored applause breaks from our serried ranks. Miss So and So, who leads the procession, a haughty blonde with ringlets, is followed by Miss Whoosis with a shingle of flaming auburn. She again is succeeded by a charming little brunette from the Mississippi Delta. And so on down the line. These are the queens.

The philosophical spectator will thread his way among the light-hearted hordes of pretty girls of Habana, wondering greatly at the vagaries of fortune. After all, perhaps it is not fair to dub any woman, by electoral vote, a queen. The rulers of the hearts of men cannot always be induced to run for office. They are not invariably to be found before official judges. Indeed, as one strolls through the streets to the Malecon on this clear February evening, the impression grows that there are many queens in Habana, enthroned on balconies and even on the long sea-wall, seeking no conquests and craving no dominion beyond their lovers' breasts.

Envoys of Friendship and Good Will Choose United Fruit Transportation and Guidance

By Crawford H. Ellis

Another step in the development of friendship between the United States and the Latin-American Republics

WHEN representatives from industrial and commercial firms of many southern states sailed April 5 on the first New Orleans-Guatemala-Salvador Good Will Mission, to visit principal cities of the two Republics and prepare for the opening of a spur of the International Railways of Central America, which connects Salvador with the Atlantic coast of Central America at Puerto Barrios, Guatemala, another great forward step was taken in the development of real friendship between the United States and the Latin-American Republics.

These business men and educational leaders sailed on a UNITED FRUIT steamer, the *Abangarez*, and throughout the trip they were under the guidance of UNITED FRUIT officials but it was as a member of the New Orleans Association of Commerce, rather than as a UNITED FRUIT official, that I headed the committee making arrangements for the reception of delegates, routing, etc. The opening of this railroad is important in that it brings New Orleans and the United States within five and one-half days of the Salvadorian cities and is an additional link in the chain established by the Great White Fleet, which plies between New Orleans and Puerto Barrios.

The New Orleans - Guatemala - Salvador Good Will Mission was more than an attempt at trade stimulation. It was a sincere effort to build up a better understanding between the business men of the two countries—to

promote an exchange of ideas and a mutual appreciation of the good qualities common to both. The Americans wanted to learn something of the psychology of the men they have to deal with, not as salesmen, but as executives. And the results of their sojourn will be felt in an increase in trade between the countries concerned and a drawing closer together of the several American nations.

The brevity of the expedition with its short seventeen-day program, resulted in days crowded with activity. Arriving in Puerto Barrios on April 8, the delegates proceeded immediately by special train for Guatemala City, since all customs restrictions were waived in both Guatemala and Salvador. At the capital they were formally welcomed in receptions at the office of the Secretary of State, and the Secretary of Commerce, and at the Presidential Palace. Commercial organizations entertained them that night at one of the city's social clubs.

The next few days were spent in visiting neighboring cities and points of interest including the large national airport. On the morning of the ninth day out from New Orleans, the party left by automobile for Santa Ana, El Salvador. After a short rest in this city, the journey to San Salvador was continued by rail.

There were visits to many business houses in San Salvador, besides the usual formal greeting by government officials. The climax of the trip came with the journey back to Puerto Barrios over the new railroad.

While Walter Parker, economist of Fenner and Beane, who had been appointed Chairman of the Good Will Committee, is thoroughly at home in Latin America, a UNITED FRUIT official, Mr. Edward L. Maier, Assistant General Freight Agent, accompanied the party. Both of these gentlemen have made a special study of conditions in the Latin-American countries and Mr. Parker was chairman of a similar Good Will Mission from New Orleans to Mexico, in November, 1928.

SALVADOR is typical of the progressive, thoroughly wide awake, and modern Latin-American nation. It has a population density of 136 people per square mile, as compared with 36.8 in the United States. Most of the land is under cultivation. There has not been a civic disturbance of government in many years. Land ownership is more widely distributed than in any other country in the western hemisphere.

Salvador's principal exports are coffee, gold, silver, sugar, tobacco, balsam, rubber and indigo. Imports consist largely of cotton cloth, manufactured articles of various sorts, hardware, pharmaceutical supplies, flour, cotton yarns, machinery, automobiles, etc.

Prior to the opening of the Panama Canal, Salvador, which fronts the Pacific coast exclusively, was comparatively isolated and even up to the present time the Salvadorian planters have preferred to trade with the Pacific ports, or with Europe. Although they spent $14,000,000 with this country in 1926, scarcely $800,000 of this came through the port of New Orleans. But already the results of the railroad's opening can be seen, in the number of orders which are coming through our Tropical Radio Telegraph Company offices. More business for our Company can be immediately anticipated—the UNITED FRUIT COMPANY has made aditional friends both in the United States and Latin America.

Even among our own Company family, there are many who do not realize the tremendous potentialities of a highly developed and prosperous Latin-American confederation.

Mexico, Central and South America, and the West Indies have taken the place of the United States as the world's region of greatest attraction to the immigrant and home seeker —to the pioneer who has the morale and physical stamina to clear forests, open mines, and pave the way for generations to come.

Latin America possesses natural wealth in mine, forest, and field on a scale not comprehended by many people. The region is capable of supplying materials to feed, clothe, and condition practically all the people of the world today.

Its gates are wide open, just as the gates of the United States once were. It welcomes ambitious people from all the world. It has work and occupation for all who come.

In the process of development it will need the factory products of other lands. And it will need much money, engineers, physicians, mechanics. There are highways and railroads, new towns, schools and bridges to be built. Hydroelectric power in abundance is available in nearly all its countries.

Inter-communication between the various Latin-American countries and with the outside world is a pressing need. Air mail service among the several republics and to the United States and Europe is more and more becoming a necessity.

All the money Latin America may need for

its larger development can be made available in the United States. We have a surplus of engineers, physicians, mechanics and other technical men. We have facilities for manufacture of every sort. We are ready and eager for raw materials. It only remains for the establishment of the right kind of relations with this vast and ready market.

A group of Latin-American students in Tulane and Loyola Universities at New Orleans have launched a movement to make known the culture of Latin America to the people of the United States, and to cultivate the friendship of the people of this country. They plan to make the "Centro Universitario Latino Americano" as they call their organization, a nation-wide affair.

Such activity shows that the Latin-American people are ready and willing to cooperate with our friendly advances. The New Orleans-Guatemala-Salvador Good Will Mission typifies American enterprise. It is the mission of the UNITED FRUIT COMPANY to bring these countries together and to aid in establishing and cementing further friendly relations.

It will be a matter of great interest for me to visit Guatemala and Salvador a few weeks after the departure of the Good Will Mission delegates. On the trip of inspection I intend to make numerous notes with which I shall prepare another article along similar lines for the readers of UNIFRUITCO.

$100 in Prizes

What is the Most Valuable Topic in Samuel Crowther's Book "The Romance and Rise of the American Tropics?"*

IN April UNIFRUITCO, Mr. Cutter said: "I recommend Mr. Crowther's book to our employees as a contribution to that background of knowledge which will always be useful to any one in the service of our Company."

Have you read this book? What is the most valuable topic in it from the viewpoint of our Company? Do you think it is the great sanitation program undertaken so successfully? Is it the research and engineering? Or do you think it has to do with the new conception of international trade so aptly presented by Mr. Crowther?

Study the book. Decide what topic is the most valuable from the Company viewpoint and tell us why in 1,000 words or less. The officials of the organization want your opinion. Mr. Cutter, Mr. Chittenden and Mr. Jackson will be the judges. They will award prizes for the four best articles and the winners will be announced in UNIFRUITCO.

There is a wealth of fact and entertainment in the book. Calvin Coolidge says that it is "of great value as a record of what our country is doing in the American Tropics." Everyone in the Company should be vitally interested in this subject.

Awards will be rated on:

1 Judgment exercised in picking the most valuable topic from the viewpoint of the Company.
2 The reasoning which prompted your decision.
3 Your method of presentation.

First prize will be $50. Second prize, $25. Third prize $15. Fourth prize $10. Any one of these awards is worth winning. The Company wants your opinion for the benefit of the entire organization. Get a copy of the Crowther book and go to it!

The contest closes August 31, 1929. This will give you time to get your copy through your Department Head (see Editor's note below). Be sure your answer is in the mail in time to bear the August postmark. Address your letter to the Editor of UNIFRUITCO, 17 Battery Place, New York City.

* Editor's Note: The Crowther Book is available to every Company employee at a 20 per cent discount, making the price $4. Quick delivery will be made if you notify your Department Head you want a copy. He will take care of the order and arrange payroll deduction to cover.

Transfers and Promotions

Banes

Chester Gibbons, Special Clerk, to Assistant Chief Clerk, Accounting Department.

E. A. Anderson, Timekeeper, Cart Shop, to Preston Division.

G. W. Critch, Draftsman, to General Office, Boston Division.

Preston

Marie Falconer, Nurse, to Banes Division.

Tela Railroad Company

R. W. Cram, Overseer, Urraco Farm, to Colombia Division.

W. A. DeFreitas, Overseer, La Fragua Farm, to Colombia Division.

R. Richards, Accounting Department, to Guatemala Division.

New Orleans

H. Gonzales, Chief Steward and Purser, S. S. *Camden,* to Standby, Chief Steward, New Orleans Division.

S. Wimprine, Chief Steward, S. S. *Heredia,* to Chief Steward, S. S. *Turrialba.*

G. Vernon, Chief Steward, S. S. *Abangarez,* to Chief Steward, S. S. *Heredia.*

W. Pollock, Chief Steward, S. S. *Heredia,* to Chief Steward, S. S. *Abangarez.*

John Laporte, to Clerk, Accounting Department, Fruit Dispatch Company.

L. R. Enderle, Clerk, Purchasing Department, to Clerk, Traffic Department, Fruit Dispatch Company.

San Francisco

Captain C. D. McRae to New Orleans run.

Captain L. E. Ritchie to S. S. *San Jose.*

J. Pond, Chief Steward, S. S. *San Mateo,* to Standby Chief Steward, New York Division.

Baltimore

John L. Glossner, to Clerk, Sales Analysis Department, Fruit Dispatch Company, New York, N. Y.

Boston

Stephen Joyce, Mail Bureau, General Office, to Mail Clerk, Accounting Department, Long Wharf.

J. L. McDonald, Mail Clerk, Accounting Department, Long Wharf, to Timekeepers Office, Long Wharf.

Arthur J. Emmons, Timekeepers Office, Long Wharf, to Weighers and Inspectors Department, Fruit Dispatch Company, Long Wharf.

A. Stage, Chief Steward, S. S. *San Gil,* to Standby Chief Steward, Boston Division (awaiting S. S. *San Bruno*).

New York

Richard Carbonel, Office Boy, Freight Terminal Department, to Spanish Typist, Freight Terminal Department.

Helen Kennyhertz, Stenographer, Freight Terminal Department, to Stenographer-Clerk, Customs Bureau, Freight Terminal Department.

Dorothy Jewett, Stenographer, Freight Terminal Department, to Stenographer, Freight Traffic Department.

William Padilla, Manifest Typist, Freight Terminal Department, to Utility Clerk, Freight Terminal Department.

E. A. Ottens, Stenographer, Freight Traffic Department, to Stenographer, Freight Solicitation Department.

A. Rochel, Stenographer, Freight Solicitation Department, to Stenographer, Freight Traffic Department.

Joseph V. Walsh, Office Boy, Freight Traffic Department, to Junior File Clerk, Freight Traffic Department.

P. J. Stanton, Messenger, Mail Bureau, to Office Boy, Freight Terminal Department.

James McGuire, Messenger, Mail Bureau, to Office Boy, Purchasing Department.

H. J. McGuire, Advance Charge Clerk and Assistant Cashier, Purchasing-Accounting Bureau, to Assistant Chief Clerk, Purchasing-Accounting Bureau.

Louis Henig, Office Boy, Purchasing Department, to Assistant Requisition Clerk, Purchasing Department.

Philip Farrel, Clerk, Purchasing Department, to Assistant to Buyer, Purchasing Department.

Frederick A. C. Von Kaas, Clerk, Purchasing Department, to Assistant Buyer, Purchasing Department.

Arthur de Tranaltes, Assistant to Buyer, Purchasing Department, to Assistant Buyer, Purchasing Department.

Palmer L. P. Bender, Assistant Requisition Clerk, Purchasing Department, to Clerk, Purchasing Department.

Virginia Hyland, Stenographer, Purchasing Department, to Stenographer, Freight Terminal Department.

Eugene Donnelly, Registry Clerk, Claim Department, to Junior Claim Clerk, Claim Department.

John W. Herbison, Stock Clerk, Publicity Storeroom, Passenger Traffic Department, to Stock Clerk, General Storeroom.

Thomas Iorizzo, Assistant Stock Clerk, Publicity Storeroom, Passenger Traffic Department, to Assistant Stock Clerk, General Storeroom.

Walter J. McGee, Office Boy, Customs Bureau, to Junior Clerk, Freight Billing Department.

Stuart T. Yuhas, Purser, S. S. *Sixaola,* to Purser, S. S. *Carrillo.*

Charles M. Ellis, Pier Clerk, Terminal Operations Department, to Assistant Steward, S. S. *Zacapa.*

Willard J. Gage, Stenographer, Purchasing Unit, Purchasing Department, to Preston Division.

Maxim Rojas, Typist, Freight Terminal Department, to Colombia Division.

W. H. Woodroffe, Stewards Department, to Tallyman, Terminal Operations Department.

C. Lundgren, Linenkeeper, S. S. *Santa Marta,* to Second Steward, S. S. *Calamares.*

F. Antrobus, Standby Chief Steward, New York Division, to Chief Steward, S. S. *La Playa.*

R. Churchill, Second Steward, S. S. *Zacapa,* to Chief Steward, S. S. *Mayari.*

A. Grant, Chief Steward, M. S. *La Playa,* to Chief Steward and Purser, S. S. *San Benito,* Boston Division.

J. Hernandez, Chief Steward, S. S. *Manaqui,* to Chief Steward, S. S. *San Mateo,* San Francisco Division.

M. Stephenson, Standby Chief Steward, New York Division, to Chief Steward, S. S. *Manaqui.*

M. Finnegan, Standby Chief Steward, New York Division, to Chief Steward, S. S. *Metapan.*

Fruit Dispatch Company

M. C. Collarino, Resident Manager, San Francisco, Cal., to Resident Manager, Seattle, Wash.

Carl K. Rupp, Resident Manager, Seattle, Wash., to Resident Manager, San Francisco, Cal.

W. Esch, Resident Manager, Fort Worth, Tex., to Resident Manager, St. Louis, Mo.

C. T. Johnston, Assistant to Manager, Banana Selling Company, New Orleans, La., to Acting Resident Manager, Fruit Dispatch Company, Fort Worth, Tex.

J. D. Barry, Resident Manager, Memphis, Tenn., to Assistant Manager, Banana Selling Company, New Orleans, La.

W. M. Magda, Acting Resident Manager, Louisville, Ky., to Acting Resident Manager, Memphis, Tenn.

C. M. Holtzman, Acting Resident Manager, Cincinnati, Ohio, to Acting Resident Manager, Louisville, Ky.

J. C. Fluker, Acting Resident Manager, St. Louis, Mo., to Resident Manager, Cincinnati, Ohio.

H. F. Carroll, Assistant Resident Manager, Wichita, Kans., to Assistant Resident Manager, San Antonio, Tex.

E. S. Fisher, Relief Resident Manager, St. Louis, Mo., to Resident Manager, Indianapolis, Ind.

A. L. Mixon, Traveling Messenger, El Paso, Tex., to Traveling Messenger, Kansas City, Mo.

R. J. Bonorden, Messenger, Kansas City, Mo., to Resident Messenger, Waynoka, Okla.

E. J. Kennedy, Messenger, New Orleans, La., to Traveling Messenger, Charleston, S. C.

J. E. Grady, Assistant Resident Messenger, Memphis, Tenn., to Assistant Resident Messenger, Chicago, Ill.

H. G. Ottman, Resident Messenger, Houston, Tex., to Resident Messenger, Galveston, Tex.

L. H. Cristadoro, Traveling Messenger, El Paso, Tex., to Resident Messenger, Belen, N. M.

T. C. Genovese, Messenger, Mounds, Ill., to Traveling Messenger, Kansas City, Mo.

D. Pichetto, Messenger, Mounds, Ill., to Assistant Resident Messenger, St. Louis, Mo.

J. F. Durack, Resident Messenger, Charleston, S. C., to Resident Messenger, Amarillo, Tex.

G. E. Boehm, Traveling Messenger, El Paso, Tex., to Traveling Messenger, Belen, N. M.

W. Thomas, Cashier, Jacksonville, Fla., to Cashier, Charlotte, N. C.

Rosalie M. Davis, to Stenographer, Traffic Department, New Orleans, La.

I. K. Ward, President of the Fruit Dispatch Company, the new motor ship named after him, and Captain Christian Gundersen, Managing Owner

President of the Fruit Dispatch Company Honored

New Twin-Screw vessel "*I.K. Ward*" Arrives at Baltimore from Jamaica

Brings 30,451 Stems of Bananas on Her Maiden Trip

THE new motor ship *I. K. Ward,* named after the President of the Fruit Dispatch Company, sailed into the port of Baltimore on Thursday, May 30, with her maiden cargo of 30,451 bunches of Jamaica bananas.

Captain Christian Gundersen is managing owner of the *I. K. Ward,* and in keeping with his practice of commanding each of his new vessels on its maiden trip, Captain Gundersen brought the *I. K. Ward* from Gothenburg, where she was built, to Jamaica and thence to Baltimore. He will shortly turn the command over to Captain Ingolf Just.

Mr. Ward was on hand to greet his namesake. The ship was first sighted at about 7:00 A. M. moving majestically up the river. Within a short time she had docked and the unloading of her cargo of UNIFRUIT bananas was begun. Employees of the Company who were present were shown about the boat by Captain Gundersen. A reception was given on board ship by Captain and Mrs. Gundersen, at which, in addition to Mr. Ward, the guests were Mr. C. H. Holtzman, Collector of the Port, and Mrs. Holtzman, former Mayor H. Jackson, Miss Helen Ward, Mr. Richard Y. Ward, Mr. and Mrs. G. H. Ward, Captain C. C. Baldwin, Mr. and Mrs. J. C. Hall, and Mr. and Mrs. C. R. Nickerson.

The *I. K. Ward* is driven by twin-screw Diesel motors, with a combined horse-power of 3,250, easily negotiating 15 knots an hour. She registers 1,857 tons gross and is 282 feet long. Her capacity is 40,000 bunches of bananas, kept in condition by a system of electric fans.

Electrical equipment in the lounge records the temperature of the eight holds. It is the first invention of its kind applied to preserving fruit on steamers.

From Little Red Note-Books at Banes

By Verson W. Gooch

Banes

The Sugar Divisions are the subject of articles gleaned from jottings in Mr. Gooch's famous note-books. Two interesting chapters are devoted to Banes and then Preston will be presented

Chapter I

MY books were the wrong color. Everybody else had black ones. Bulky, pocket filling, loose leaf affairs, such as engineers carry. You ask a question. Out comes the note-book, followed generally by the slide rule; figures of astronomical size are reduced to simple fact proportions; the question is answered; and that's that. Mr. Rowe says this note-book habit, perhaps originating in the Sugar Divisions, is fast spreading all over the tropics. One of the Company formulas —know your facts and have them ready!

So the facts in my case are: As the swallows migrate every winter from "Nors to Souse," in Balieff's poetic argot of the "Chauve-Souris," I, too, joined the General Office migration after Christmas, last year, and having spent a cold New Year's Day at St. John, New Brunswick, joined Mr. Chittenden and Mr. Rowe at Havana on January 6, enjoyed an afternoon and evening of remembered welcome from Messrs. DuVinage and Kerrigan, and passed along, in private car comfort, with the Chiefs to the Cane Divisions, where they left me.

For several weeks now I have been going about noting the changes that have occurred in two years of absence from the Cuban Divisions—so entirely different from the Banana localities—and filling up Elders & Fyffes and John Haig little red note-books with facts, figures, impressions, and sketches. And with just the addition of the necessary syntax to make the account read smoothly I am now presenting these facts to UNIFRUITCO readers.

In reading of Preston and Banes, or Banes and Preston (speak of either one first, just as you wish if you are not here), please realize that no two units in our tropics are so conveniently placed and primed for competitive action, though the Tela Railroad Company and the Truxillo Railroad Company approximate this friendly rivalry in bananas. Here in Cuba, in the old days, the raspberry was constantly being passed, on competitive sugar results, almost to the point that made one forget that it was, after all, really all-Company action. Today, both Divisions are far more closely coordinated and interlocked, but, nevertheless, each Banes man still feels that Banes will always trim Preston, either on or off the sugar field, and the Noon Day Club at Preston, gathering after luncheon at the Company hotel, Pomander Walk, looks very much askance at any casual visitor from Banes who might introduce conflicting arguments as to the superiority of Preston in general. We understand, indeed, that such brave but tactless individuals have been thrown out bodily from this select cabinet of sugar and railroad experts.

And so, in writing of two such powerful forces in the sugar game, I want to go on record right now as saying that I have friends in both places and what I write of one Division in the way of praise goes for the other 100 per cent. I only pick Banes first because it is the older Division and also comes first alphabetically. The title of the Preston article to follow shortly in UNIFRUITCO will be "Parity at Preston."

Anyway, both Divisions have one General Manager, Walter W. Schuyler. Everyone knows that. And it is getting pretty well known all over Cuba for that matter. Any one who talked with Mr. Schuyler in the past, when he was just shaping up things, will recall his habit of glancing up from under low-hanging deep eyebrows and saying in a very soft voice *"Poco á poco,"* illustrating his point at the same time with interpretative hands. And all those who remember him then know now that the Company has an outstanding position heretofore unknown in sugar circles and that it is the direct result of the painstaking, patient planning and the execution of a deliberate policy of renovation, hard work, and careful expenditure, initiated

Members of the Noon Day Club gathered on the porch of the Company's hotel, Pomander Walk, Preston. They are always ready to argue the superiority of their Division in general

by Mr. Schuyler from his start as General Manager, and carried out today by Messrs. J. B. Trinler and John Mitchell, Division Managers, and the cooperative action of the personnel of both Divisions. They are all for Company results today. They own stock in the Company. They have a common interest today. And tomorrow? No Company observer can come here, see this joint group in conference, as I did when Mr. Chittenden recently called them together, listen to the talks he and Mr. Rowe gave them on Company policies, and not believe we are all ready for a real tomorrow here in Oriente, Cuba.

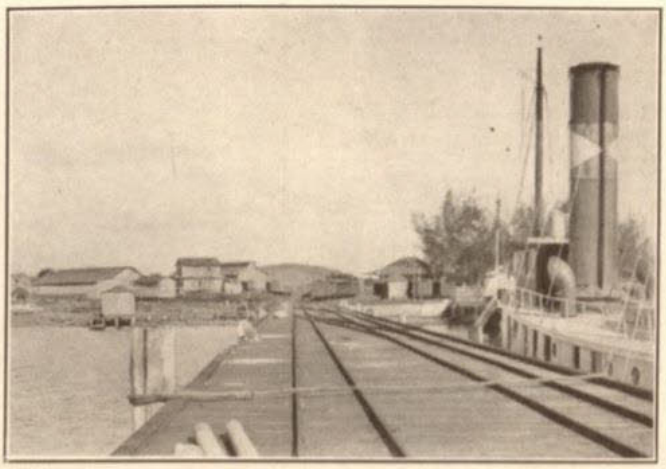
For many days I have gone about on horseback, afoot, aFord, on cane cars, in the engine cab, by motor launch, and over miles and miles by railway motor cars, to the towns and out in the cane fields, to Nipe and Banes Bays, through pastures and orange groves, to schools and hospitals, with evenings of hospitable entertainment in the homes of the countryside and at headquarters, and I want our people at home and in the other Tropical Divisions to know something of it all.

Always think of the Sugar Divisions as having not only a cane agricultural problem, every bit as involved as bananas, but also, right in the Divisions, a manufacturing program of paramount importance. The Divisions only click when the fine balance of field and mill control synchronize twenty-four hours a day. Railroad operation plays the same part in sugar that it does in bananas. All the other Departments that function for banana operations function here similarly for sugar. Medical and Accounting, Engineering and Merchandise, Marine and Construction, Material and Supply. But Cuba designates two titles you never hear of in bananas—Division Superintendent Mill Engineer, with an Assistant, Technicians, Electricians, etc., and Division Superintendent of Manufacture, with an Assistant, Mill Chemists and Factory Assistants.

We'll go in to the Mill at Banes later but first you must get the lay of the land, and become acquainted with the various departments, their work, and their personnel. Before starting, however, I want to pay tribute to the former Manager of Banes, Mr. Harold Harty, under whose twenty-five years of guidance the Division was developed from a crude and tender beginning in 1903. Mr. Harty retired from active service in 1928 and he and Mrs. Harty reside now in Jamaica, B. W. I. Both of them have left the indelible marks of their active quarter of a century of work here, and all over Cuba I heard the hope expressed that the balance of their lives may be filled with health and happiness.

BANES Superintendent of Agriculture is R. G. Van Diepen, a twenty-five year man with the Company, most of it spent in Cuba. His assistants are E. L. Sara and J. J. Brickley, with Research in the hands of R. L. Demaray, and Sanitation cared for by L. Stowe. The entire Farms Staff consists of 16 Field Overseers, 12 Timekeepers, 4 District Superintendents, and a Headquarters Staff of ten. Frequent soil lectures are given the entire staff by Dr. Bonazzi from Preston. C. J. Austin is Chief Clerk of Agriculture.

Banes operates four agricultural districts. The first, Los Angeles District, contains 25,848 acres, all inclusive—cane, pasture, woodland, roads, building reserve, small fruits, open land, railroad right of way—everything. It has a very healthy location three miles northeast of the town of Banes and 400 feet above it. This District has only two farms, Duruthy and Cañada Honda. It carries much live stock and furnishes all Division firewood. Its labor census shows 1,076 workers. B. P. Cockshott is District Superintendent. There are 98 individual *colonos* (planters) in this District.



The Company's tug "La Criada" tied up at Wharf Embarcadero, Banes

The second District is Banes-Tasajeras. It contains five farms with a combined all-inclusive acreage of 30,070, much of which is pasture. Here are located three of the Division's heaviest cane producers—La Raya, Jaqueyes, and Veguitas Farms. This District is close to Banes headquarters and is also the District nearest the Mill at Macabi. It has light soils and good drainage—no red clay patches. The Superintendent of Banes-Tasajeras is J. D. Bell. Individual *colonos* number 57 and its labor census shows 1,085 persons.

Negritos, the third agricultural district of Banes, is a very old location which was started originally as a yam garden. It is the most compactly situated of the districts and has four farms—all administration. It is attractively and centrally located with Nipe Bay and the Serrote Hills as background. It includes 18,861 acres and employs 1,432 laborers. The Superintendent of Negritos is B. Torres, who already had a service record of twenty-three years with the Company when he located in that District. The individual *colonos* number 24.

The fourth district operated by Banes Division is called Deleite. It includes in its four farms 23,826 acres. There are 1790 acres of *coloño* cane here and 33 individual *colonos*. It was the first district to receive a name. 2,000 laborers are employed. Deleite contains old groves of citrus and small fruits which were grown in the Division before cane was cultivated—21 acres tangerines, King oranges, mangoes, avocados, sweetsop, soursop, etc.

In 1928 all the farm men of Banes made a visit to Preston Farms, and selected men among them visited the Tropical Plant Research Foundation Experimentation at Baragua. A decision reached in 1928 apparently indicates that colonization is the logical labor solution for cane cutting, and 285 laborers' houses were built in the summer and fall of

View of Company pastures and part of Puerto Rico road, Banes District

Tasajeras District with Banes in the distance

that year. Families now average 6.3 people with 2.2 laborers.

The 1927 rainfall was deficient and poorly distributed at Banes and reduced all cane tonnage of the following year. 1928 showed marked increase in the use of implements and in the reduction of hand labor on the farms. Banes is maintaining its soil in the proper state of tilth by increasing the amount of light cultivation work after initial plowing. The preservation of dust mulching is extensively practiced. Tractors now employed in place of bulls are very materially reducing the cost of cane hauling per ton. They are also used for heavy plowing, inter-row cultivation and *"desorillo"* work. The small unit tractor has been found more practicable and economical than the heavy type, for the thick Cuban mud is an uncertain factor. All Overseers and Timekeepers in the Agricultural Department have undergone field, shop, and class operation drill in the care of tractors.

Fordson tractors are used in both Banes and Preston. The photograph shows cane cart at Banes ready for delivery to nearest switch for loading

At the end of 1928, Banes' mature cane area was in the neighborhood of 38,000 acres. 1928 Company cane ground amounted to 463,500 tons, and *coloño* cane 224,098 tons. This round figure total produced 452,413 bags of raw sugar. 1928 demonstrated that old cane fields can be renovated and put in excellent condition by cultivation, thereby saving replanting cost. The average daily delivery to Mill during 1928 was 5,499 tons. The Mill lost only 89 hours during the 1928 crop, and this was due to shortage of cane. In 1925, 1,263 hours were lost, and in 1926, 1,112 hours. It has kept coming steadily down. In 1928 the Agricultural Department delivered to the Mill 59,289 cars of cane—11.59 tons per car. The net ratoon implement cultivation work of 1928 amounted to 9,607 acres, or 46 per cent. of the total area cut. Ratoon cane is cane cut the previous year. No steam plows were used in 1928—tractors exclusively.

A unit field of cane, called a *cuadro,* takes in about 17½ acres. A *"desorillo"* is the margin three or four yards wide about the border of cane fields. It is carefully kept clean and clear as a protection against fire and to prevent the growth of undesirable plants. Cane supplying is done in May and August by seed. The *"mota"* method is used. 9,800 acres were supplied in 1928. All cart roads in Banes are mowed by mowing machines and hand work. These roads can be improved only by heaviest type machines.

Cane replanting is done in the fall. 171.24 acres were prepared and replanted in 1928. Spring planting is considered negative coming after crop with doubtful rainfall. Tractor work is charged to the Farm on hourly basis —10-ton machines, $2.50 per hour, 2-ton machines, $1.50 per hour. Fifteen switches will operate with tractors in 1929. Fuel will be Tractorina, as at Preston. It is cheaper than gasoline. The Agricultural Department Machine Shop at Banes provides all department repairs on mechanical equipment. There

Cultivating ratoon at Banes. Division trash cutter operating

are 121 cane hoists and scales in the Division of various styles. Cane agriculture shows the employment of 27 various classifications of day labor and contract men apart from blacksmiths and watchmen. The new houses for laborers are built of guano, *yagua,* and California redwood.

Operations for 1929 present potential economies in cane transportation, in the increase of harvesting output per man per day, and in new cane varieties, the best of which come from Java, the Argentine, and Louisiana. Twenty-four varieties are being tried out in experimental quantities. Banes is grinding only Cristalina. The need for an early maturing cane is of extreme importance. Central Banes, by Pres. Decree No. 64 of January 31, 1928, placed restriction in effect, and Decree No. 362, March 21, 1928 allotted Banes 452,413 bags of sugar as compared with 472,263 bags in 1927. An unrestricted estimate would be 707,400 bags.

Grinding at Macabi started in 1928 on January 11, and lasted 125 days—the shortest season on record. This early closing prevented our receiving the benefit from comparatively satisfactory yields obtaining during the latter part of May and June. In fact, grinding ceased at the peak of the yield curve. Cane was ground in 1928 at higher rate of speed than any previous year; 131 tons an hour. Principal saving was in fuel oil, reduction in labor costs, and in the shutting down of filter press, due to the use of the Petree Process.

The summer of 1928 saw active alterations in the 1927 program, including the installation of cane knives; three juice heaters; triple effect vapor cell for S. & K. condenser; a 750 K. W. turbine for dead season power unit; 9 pan supply tanks; 6 centrifugals for third sugars; and one 60-inch roll lathe. The large new boiler installation of 1927 is working satisfactorily. The Mill labor costs per ton of cane are lower than during either of the two previous years. Two additional chemists have been engaged for the 1929 crop for the analysis of cane car samples, which will provide a continuous daily check of sugar yield, each switch. A drop in yield, due to cutters getting too far ahead of the Mill, will be immediately apparent.

AT Macabi, I. F. Mattson is Superintendent Mill Engineer; the Chief Electrician is H. Seaburg; the Superintendent of Manufacture, J. McKenzie; the Assistant Superintendent, P. Bolin; Chief Chemist, J. E. Boyett; and the Factory Assistants are T. L. Brown, D. P. Chauvin, and M. Kubin. These gentlemen are making records. Factory losses have decreased 50 per cent. In 1923, 2.83 per cent. sugar was lost in the factory per ton of cane ground. In January, 1929, 1.80 per cent. is the figure. This difference on a million ton crop amounts to 10,300 tons of sugar SAVED, which at two cents per pound is worth $413,000.

Indications are that considerable improvement will be made on this figure—1.80 per cent.—which represents period adjustment subsequent to extensive changes. The week ending February second last, total losses on cane were actually down to 1.69 per cent. And this is not all, for due to weather conditions, better contact between field and factory, prompt handling of cane, fresh grinding, etc., the 1929 yield is actually 20 per cent. higher than last year. Now think what 20

per cent. more sugar yield means to the Company!

1924's fuel consumption crop was 3.444 gallons of oil per ton of cane ground with oil quoted at $1.60 per barrel. 1929's fuel consumption crop is already less than .15 gallons per ton of cane ground—a saving of 3.29 gallons of oil per ton of cane. In a million ton crop, this amounts to over 80,000 barrels of oil. This saving in oil consumed was brought about by changes in the boiler room, and installation of new triple effect vapor cells.

Banes estimated a million top cane crop in 1929. By February second the Division was 40 per cent. over estimate. And it hadn't cost much more to get this. The capacity of Banes' mill has practically doubled in the last nine years with the cost of sugar manufacture cut in half since 1924.

Banes' factory has storage capacity for molasses of 2,000,000 gallons. The crop for 1929 will be from 3.5 to 4 million gallons of molasses. Tankers at the rate of 35,000 to 40,000 gallons per hour are put on. Here are some other Macabi figures as of February 3, 1929.

	1928 *To Date*	1929 *To Date*
Tons of Cane Ground	170,954	190,512
Sucrose Extraction..	90.58	91.96
Sucrose in Cane.....	10.48	12.37
Bags of Sugar Made.	85,558	121,421
96 Yield	8.84	10.91

Macabi is located on Banes Bay which connects with the Atlantic by El Cañon, a one mile stretch of water, 300 feet wide in narrowest part, with four right-angled bends. The log of Columbus shows that he went into this water with a long boat on his first voyage. Later, Macabi became a famous Pirates Nest. It covers two square miles, has a history of 28 years' grinding, during which it has steadily grown with the industry, and is today one of Cuba's large mills. The mill employs 700 workers, including wharf labor. 1,200 people live at Macabi. The stack at Macabi is 210 feet high and 16 feet in diameter on top. It was erected in 1923 and lined with brick inside, one-third its height. Cooperation between the field and the Mill, with the object of obtaining maximum results, has never been so keen as it is now in Banes. Mr. McKenzie is giving an 8-hour report on every cane switch, supplying 450 analyses every 24 hours to 150 switches. If a cutter in the field gets into young cane, it is known immediately, and his location. Normally, mill work continues 24 hours daily, including Sundays and holidays. All cane weight records are kept in *arrobas*. A double car dump was installed at Macabi in 1927. In 1928 a set of Farrell Cane Knives on each of two tandems, driven by two 200 h.p. motors, was installed. The maximum grinding rate of the Mill reached up to February 3 was 7,641 tons of cane.

Macabi has a first-class club for employees, fishing and sailing facilities, a moving picture house, and ideal climatic conditions, for Mr. Mattson assures me that he sleeps under blankets every night in the year.

(*to be continued*)

We offer this photograph to substantiate our fish story, but Captain Eppelman of the S.S. "Esparta" did not have on the immaculate white uniform in which he is pictured when he caught the fish. Mr. Black of the San Francisco office was the photographer, and is our authority for the fact that Captain Eppelman did catch the fish. The story goes that Captain Eppelman played it up to the surface with a regular line, but that it was necessary to use a meat-hook with a heavy line and four men in order to land this particular Jewfish. It is estimated to have weighed 175 pounds.
The fish was caught in the vicinity of Puerto Armuelles, and those aboard the "Esparta" enjoyed a fish menu for perhaps one or two days, and suffered it for several more

Results Obtained from General and Sales Conferences

At the suggestion of Mr. John Mitchell, Manager of Banes Division, this interesting letter sent by Mr. Ward, President of the Fruit Dispatch Company on March 16 last to Division and Branch Managers, is presented for UNIFRUITCO *readers' information.*

TO ALL DIVISION AND BRANCH MANAGERS:

The purpose of this letter is to inform you of the steps which have been taken for the general improvement of our business, particularly by closer cooperation with all departments of the United Fruit Company, as a result of the discussions at the General and Sales Conferences which have taken place in recent years.

To those who have been attending these conferences it may seem that we have been talking about the same points year after year and that no real progress has been made. This, however, is not the case. Since the first Sales Conference at Chicago four years ago we have undertaken national advertising on a large scale and have established Advertising, Dealers' Service, and Jobbers' Service departments. Our Divisions and Branches are working much more closely together. We have opened the Charleston and Western Divisions with direct service to the tropics, and have recently reopened Galveston. We have reorganized a number of our Branches and have relocated some of our Branch territorial boundaries. Many new Assistant Branch Managers have been appointed.

During this same period the entire banana business has increased tremendously. The total importations into the United States and Canada were 64,400,000 stems in 1928 as compared with 54,000,000 stems in 1925.

Many changes have taken place in the United Fruit Company of interest to us. The organization of the Production Department has been strengthened by the appointment of a General Manager, Banana Divisions; an Engineer, Banana Divisions; and several Assistant Managers in the Tropical Divisions. Our agricultural operations have been put on a more scientific basis and extensive irrigation and drainage work has been undertaken. A Research Department has been set up to include agricultural research and the study of all questions affecting the transportation, handling and ripening of bananas. Considerable progress has been made along these lines. Our research activities in general are being applied to obtain better quality fruit and in getting this fruit to the consumer in better condition. Altogether, there is a much better understanding of our requirements by the Production Department and much closer cooperation of all concerned in meeting these requirements to the best of their ability. This cooperative attitude on the part of other departments is very helpful to the Sales Department.

The Conference at Chicago last November, in addition to reviewing the work of other departments of interest to us, directed our special attention to volume, quality, seasonal variation and the possibilities for the development of new business. As a result of this conference we are going to expand our Jobbers' Service work and the Research Department is undertaking further experiments in transportation, ripening and handling bananas, including the establishment of a chain of ripening rooms and experiment stations from the tropics to the jobber. Our Advertising Department is also revising its schedules and is arranging for additional newspaper advertising during surplus periods. I have also asked Mr. T. H. Dillon of the United Fruit Company, in cooperation with our Fruit Dispatch people, to undertake a sales analysis and market survey with special reference to the points raised at the last conference. The plans of this sales analysis have already been worked out in considerable detail and include the following:

(a) The preparation of Five Year Banana Sales Estimates on the basis of present information to be revised and kept up to date after further information is obtained.

(b) The study of Seasonal Variation for the United States and Canada as a whole and by ports of entry and by sales branches, and as between the United States and Europe, as a basis for sales forecasting and for suggestions to production regarding a closer adjustment of supply to seasonal demand.

(c) A study of what quality means to us in dollars and what the Production Department can afford to do and should do to give us the quality which we require.

(d) A Market Survey, in representative regions of the United States including a study of the jobbers, retailers and consumers, to ascertain the possibilities of further sales development and to provide a basis for improving sales effort and advertising. This Market Survey will be undertaken during the month of May and will be carried on intensively in the Boston, Cleveland, Atlanta and Des Moines territories as being representative of our sales territory east of the Rockies.

(e) Sales Experiments to be conducted in representative locations in these territories to test the conclusions arrived at through the Market Survey and to indicate practical methods for increasing our business.

(f) A study of the sales volume and sales characteristics of each of our Branches as a basis for determining the effectiveness of sales in each of our territories and for setting up standards of performances for each of our Branches.

(g) A study of such special questions as branch locations, chain stores, the economic functions of jobbers and retailers and their sales methods and selling efforts, price policy, storage and ripening facilities, packaging, the development of winter business, marketing of immune varieties, organization and personnel.

Mr. L. W. Dietrich and Mr. W. J. Walker of the Fruit Dispatch Company have been detailed to assist Mr. Dillon on this work and he will also have the full support and cooperation of all our departments. Considerable progress has already been made on this sales analysis and I fully expect that it will prove useful in obtaining information, not only of use to the Sales Department, but also for bringing about closer unity between production and sales.

One of the most important facts in determining the possibilities for new business in any territory is obviously the volume of business already being done. This includes not only our own sales but also the sales of other companies. It is for this reason that we need to know as accurately as possible the competitive car shipments into each of our territories. Otherwise our figures on per capita consumption in a territory may be too low and that particular branch called upon to develop new business which is not there.

Please consider this matter of the sales analysis very carefully as it is worked out and send suggestions to your Division Managers covering any additional points which you believe should be included, also any special information regarding your Branch which you think would prove useful.

As regards 1929, I want everyone to realize that it will require special sales effort on the part of all concerned to dispose of the fruit we expect to have. The Production Department is doing everything that it possibly can to give us good quality so that the rest will be up to us. I am confident that we will not fall down on the job.

(Sgd.) I. K. WARD

Steamship vs. Railroad Solicitation

By C. M. Knowles

Assistant General Passenger Agent, New York

THE art of successful solicitation demands diverse qualifications from the salesman. With the ever-increasing field of competition it is essential for the solicitor to exert every effort humanly possible and employ every agency at his command to reach the desired goal—that of being able to report the prospect "sold."

Whether he represents a bond house, manufacturing industry, insurance company, real estate organization, or transportation line, the ability to place his wares before the prospective buyer in a favorable light and to arouse enthusiasm or at least elicit some interest in the proposition, is a determining factor in the career of the sales agent.

Among the necessary qualifications are pleasing personality, appearance, manner of ap-

proach, knowledge of the commodity, interest in the job, and a capacity to create interest. Acknowledging the foregoing as essential, let us revert to our theme.

In transportation circles the question has often arisen and has been discussed pro and con: "Is there any difference encountered in the solicitation of passenger traffic for a railroad company as against a steamship line?"

In many instances an investigation into the experience of those taking part in the discussion discloses the fact that their business activities have been confined to either a railroad or a steamship company, and it can readily be seen that their remarks are influenced on this account. Only a few days ago the writer listened to a steamship passenger representative hold forth freely on this subject. His dissertation was decidedly interesting but, inevitably, he failed to convince, as his years of solicitation had been confined exclusively to a steamship line.

An organization operating a fleet of ships is confronted with keen competition. It has been repeatedly demonstrated that no one line of transportation can forever hope to successfully monopolize the trade in this rapidly advancing age, for in addition to other water lines, the airplane is taking an important place in the transportation field. Furthermore, railroads compete among themselves for passenger business, and privately owned automobiles, bus lines, and airplanes play no small part in the field of competition. This eternal struggle for business indicates at least one point in common that exists between the railroads and steamship lines.

The traveler is equally exacting in his demands for attention and service, regardless of what mode of transportation he may employ, and he is fully justified in his demands. Service is what he asks, and service is what we have to offer. The traveler uses a boat, train, bus, or airplane as the means of reaching his destination and receives a ticket to indicate fare paid, route to be taken, and accommodations held, but this is only an incidental pertaining to the trip. Service is the act of performing a duty for the benefit of another and it is very essential for the passenger solicitor to exercise this duty if he expects to secure the patronage for his particular line, be it rail or water.

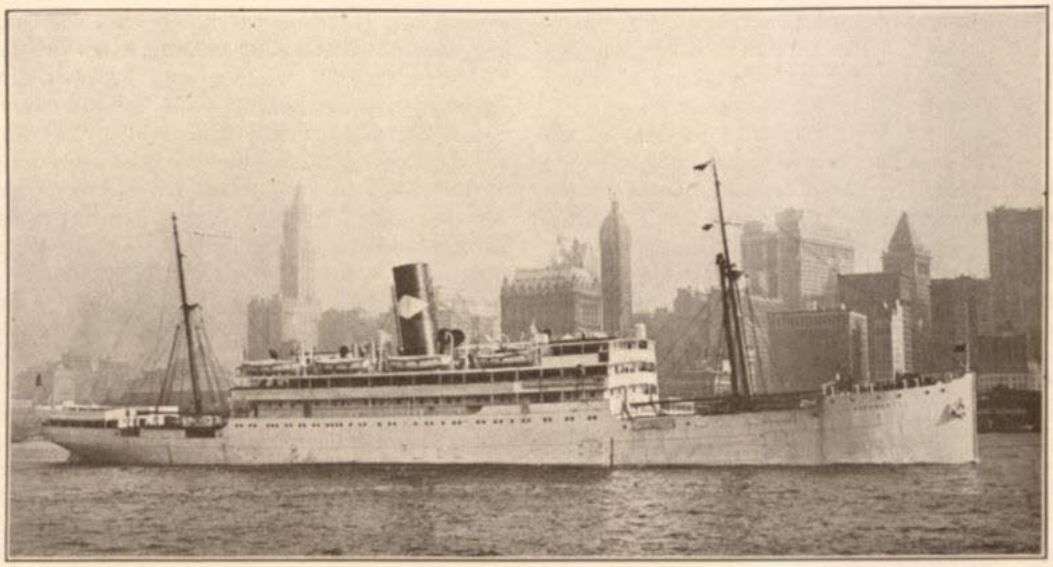
From what people do railroad and steamship lines endeavor to secure their business? Let us see if they have the same field to cover in order to fill their trains or boats, as the case may be. There is the individual traveler who may be a commercial man, a pleasure seeker, one traveling for his health, changing his place of residence, or seeking new fields for various reasons. Then we have the small family or tourist groups traveling for any one of the reasons just mentioned. There are any number of organized moves that are highly competitive in all transportation circles, whether creative or otherwise, namely: clubs, societies, chambers of commerce, excursionists, and military, theatrical, or circus groups.

The necessity to properly care for the individual's convenience and comfort gives rise to problems which have many ramifications, and the steamship solicitor is called upon to arrange numerous details and answer a multitude of questions. The potential passenger wants to know the size of the boat, its tonnage, its appointments; the ports of call, schedule, stopover arrangements, side trips, shore excursions, passport regulations, immigration laws, room accommodations, such as suites, bedrooms with and without bath, lounging rooms, sun parlors, library, smoking room, dining service, hotel accommodations, transfer and handling of baggage, ticketing arrangements, fares, and many other details.

Similarly, the railroad passenger representative must be prepared to handle questions regarding the equipment of the train, such as baggage car, coach, type of pullman—standard sleeper or tourist, drawing room, compartment, combination, parlor, club, observation, lounging or all room cars; station stops, schedule, stopover arrangements, side trips, dining service, hotel accommodations, transfer and handling of baggage, ticketing, fares, diverse and prohibited routes, etc.

Thus it will be seen that the solicitation of passenger traffic is identical, whether the representative is associated with a steamship or rail line. Both have many problems to solve and the angles are equally obtuse, for human nature is alike the world over and the demands made upon all transportation lines by the public remains practically the same. The only difference is that the journeyer travels by land on rails or sails the high seas. But this has no effect on the methods employed or the arguments used to influence or secure passenger business by direct solicitation.

If a prospect can travel just as conveniently by rail as he can by steamer, both solicitors will have the same problem confronting them in this movement. The same questions will be asked, in all likelihood the same amount of time will be expended by them in answering, and each will endure days of anxiety before the prospect reaches his decision as to how he will travel—by land or water.



United Fruit Company S.S. "Sixaola"—one of the "5,000 ton" ships—in New York harbor

Tales of the Great White Fleet

The Thirteen "5,000 ton" Ships—Cartago, Abangarez, Santa Marta, and Carrillo Classes

Chapter Fourteen

IN the first Annual Report to the stockholders of the UNITED FRUIT COMPANY there appears this significant statement: "The matter of transportation by sea is a vital link in the business." At that time the Company's fleet comprised ten owned vessels of miscellaneous types, ranging from 1,000 to 1,600 tons, acquired from various interests absorbed by the UNITED FRUIT COMPANY at the time of its incorporation, and some twenty-five to thirty chartered ships.

The experiments with the *Venus* in carrying bananas under refrigeration and the building of three refrigerated ships, the *San Jose*, the *Esparta*, and the *Limon*, by the Company, have been noted in the two preceding chapters of this series of short histories.

During the first few years the "business" grew at an astonishing rate. That the Directors, with New England shrewdness and clear vision, were not unmindful of transportation needs and, further, that they did not overlook the new freight and passenger traffic developed in consequence of the building of the Panama Canal, is strikingly shown by the extensive shipbuilding program authorized by the Board.

As a result of this program there were added to the Company's owned fleet during the period from July 1908 to December 1909 the following ten refrigerated steamships: *Cartago, Parismina, Heredia, Abangarez, Turrialba, Atenas, Almirante, Santa Marta, Metapan*, and *Zacapa;* and in October of 1911 three further refrigerated vessels—*Carrillo, Sixaola*, and *Tivives*—a total of thirteen steamships.

The Cartago class was completed in the summer of 1908; the Abangarez class a year later; the Santa Marta class in the latter part of 1909; and the Carrillo class, as stated above, in October of 1911.

These steamships were all built at the yards of Workman Clark Ltd., of Belfast, and were 48 feet longer, 5 feet broader, and 1,700 tons heavier than the San Jose class. They had accommodations for 90-112 passengers and a refrigerated cubic capacity of 150,000-160,000 feet, as compared with accommodations for 10 passengers and refrigerated cubic capacity of 130,000 feet of the older boats. The speed of the new vessels was 12¾ knots, fruit laden.

The new members of the Great White Fleet family were specially built for service in tropical waters and were supplied with the most approved devices for the proper handling and carriage of bananas. The passenger accommodations were elaborate for that day and the number of private baths excited considerable comment. In fact, they were the finest appointed ships sailing to and from the American Tropics. Some ultra-conservative members of the Fruit Company's organization felt that these new ships were so elaborate in their passenger fittings as to make them really out of place in the fruit trade. This pessimism was dispelled, however, as soon as the vessels had made one or two trips, for they quickly won the admiration and support of the traveling public and really "put the Caribbean countries on the map" for tourists and cruise passengers. In short, these ships created the prestige and popularity which the Great White Fleet has maintained to the present day.

They were the first Company ships in which CO^2 refrigerating machines were installed. The principal reason for the change from ammonia was the decision to locate the refrigerating machines in the engine room—a confined space—and the fact that ammonia machines must of necessity be placed where fumes can readily escape. To facilitate the carriage of heavy cargo, these ships were built without the customary orlop deck in the forward hold. However, within the past two years this deck has been installed in all these ships except the *Carrillo* and the *Tivives*.

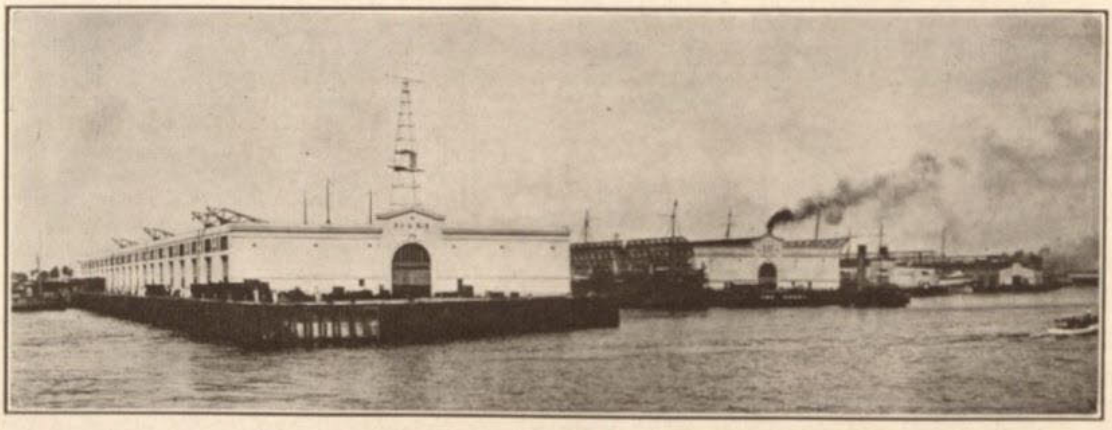
On her maiden voyage in September, 1908, the *Heredia* proceeded directly from the builder's yards to Boston with President Preston, members of his family and personal friends aboard. While at Boston the new steamship was inspected and admired by many prominent people of New England.

On entering the service the Cartago and Abangarez class of ships were operated out of New Orleans and the Santa Marta and Carrillo class from New York. With the exception of a few voyages their home ports have remained unchanged.

The UNITED FRUIT COMPANY was a pioneer in the inauguration of a steamship service between Gulf ports and Panama, and carried the first cargo of supplies from a gulf port for the Isthmian Canal Commission. This was before there was any commercial service out of New York other than that of the Panama Railroad Company ships, owned by the Canal Company.

The first regular Fruit Company steamship service between Gulf ports and the Panama Canal was inaugurated with the *Ellis*, the *Preston*, and the *Inge*, in the year 1907. These vessels maintained a weekly service from New Orleans to Colon and loaded bananas at Bocas and Limon for New Orleans. They were replaced in 1908 by the *Cartago*, the *Heredia*, and the *Parismina*.

IT is a matter of pride and satisfaction to all members of the UNITED FRUIT COMPANY'S organization that the Great White Fleet was prominently identified with the construction



Atlantic Terminal Cristobal Piers as seen from the Bay

of the Panama Canal and was an important factor in this great work.

Nearly all executive officials and army officers and many of the employees engaged in this tremendous undertaking made their trips to the Isthmus in the early days through New Orleans and traveled by Great White Fleet ships which also carried most of the important machinery for the operation of the lock gates. During the canal construction days these ships sailed with full passenger lists and heavy miscellaneous cargoes and, in the case of the New Orleans ships, sometimes with deckloads of material ten feet high.

According to Captain E. Baxter, Master of the *Turrialba,* much of the heavy cargo, including stone crushers, weighing 35 tons each, and cement mixers—30 tons each—was carried before the breakwaters were built and in bad weather the ships, on several occasions, were compelled to leave with part of the cargo still aboard, proceed to the fruit loading port and then to New Orleans, finally discharging the balance of this cargo on their return to Cristobal.

The following letter written by Mr. Hugh R. Wilford, formerly located at Cristobal in charge of the UNITED FRUIT COMPANY'S offices on the Canal Zone, is of interest:

WILFORD & McKAY, INC.
17 Battery Place
New York

February 27, 1929

Mr. P. K. Reynolds
UNITED FRUIT COMPANY
Boston, Massachusetts.

Dear Mr. Reynolds:

This is the first opportunity I have had to respond to your request that I furnish you with a memorandum on the "Part Played by the UNITED FRUIT COMPANY in the Construction of the Panama Canal." In the absence of exact data, contained in the files of the Cristobal office, I can only treat on the subject in general terms.

While our Government bought the canal works from the French and signed a treaty with the Republic of Panama in 1904, active and full force construction work did not take place until 1908, in which year the UNITED FRUIT COMPANY inaugurated the "Great White Fleet" weekly service between New Orleans and Colon with the steamers of the Cartago type. These steamers furnished the first high-class passenger service to the Canal and with others, which were added from time to time, handled thousands of American employees to and from the Canal at a special reduced rate—twenty-five per cent. lower than the regular tariff rate. As new steamers were added to the Great White Fleet, the service was extended to New York with calls at Havana and Kingston until the Company had seven arrivals from and sailings to the Canal Zone weekly, thereby linking the Canal with the principal ports of Cuba, Jamaica, Costa Rica, and Guatemala, with semi-weekly fast mail and passenger service to New Orleans and New York. The skilled and common labor turnover at the Canal was an early and important problem of administration, and the authorities put forth great efforts to provide suitable quarters and northern-grown food stuffs for its five to six thousand American employees and their families. The UNITED FRUIT COMPANY played a very large part in making this possible. All of the eggs sold in the Canal commissaries, for instance, were brought from New Orleans under refrigeration by the Company's ships. A constant and plentiful supply of fresh vegetables, so hard to get in the tropics, was obtained due to the refrigeration service maintained by the UNITED FRUIT COMPANY from New Orleans and New York.

Canal construction materials of all kinds by the thousands of tons; hundreds of thousands of feet of creosoted piling lumber; in fact, most of the supplies originating west of Pittsburgh, and thousands of tons from the eastern parts of the United States, were handled on the steamers of the Company. And, most important, these supplies were brought to the Canal on steamers arriving semi-weekly, thereby enabling the Canal authorities to get stores for current construction requirements and to avoid the necessity for maintaining larger storage facilities at the Canal. This was particularly true in the case of food stuffs from the Central States and from New York.

In the early days of construction the Canal authorities had to maintain labor agencies in the islands of the West Indies in order to get an adequate supply of labor. This became unnecessary when satisfied Canal laborers returned to their island homes on vacation and informed their countrymen of working conditions at the Canal, and thousands of laborers were carried as Deck Passengers on the steamers of the UNITED FRUIT COMPANY. Forty to fifty thousand were employed at one time by the Canal and other companies allied with it. These men and their families made a large force to house and feed. Most all of the lumber and practically all the West Indian food stuffs for housing and feeding this army of laborers and their families were handled on Company ships.

Not a small part of the success of the final administration of the Canal was due

to its popularity in the States caused by reports from Americans who visited the Canal and returned to tell the folks at home of the great work being accomplished by American brains and money. The Canal became the American Tourists' "Mecca." Many thousands were carried as Cruise Passengers on the UNITED FRUIT COMPANY'S steamers, and in increasing numbers up to the final completion of the Canal.

And, finally, when the Canal was nearing completion and the over supply of laborers was becoming a serious problem with the Canal authorities, the UNITED FRUIT COMPANY greatly relieved the situation by giving employment to over fifteen thousand of these laborers on its plantations in Central America. Arrangements were made with the Canal authorities and, as the men were discharged due to reduction of forces, they were sent to Cristobal on special trains and there transferred on steamers of the UNITED FRUIT COMPANY to their new homes and employment. This saved the Canal Government many thousands of dollars as, otherwise, many of these men and their families would have had to be repatriated at the expense of the Canal Government.

Viewed by one who was on the ground and who enjoyed the close personal friendship and confidence of its great builder, I feel that in the construction of the Panama Canal the UNITED FRUIT COMPANY was an important factor.

With kindest personal regards,

Yours sincerely

H. R. WILFORD

A letter recently written by Captain E. W. Holmes, Master of the *Atenas,* to Mr. Ellis gives some further facts on this subject.

I beg to submit the following information as I remember it from personal experiences when carrying passengers and cargo to the Canal Zone during its construction days.

There were a great many long creosoted pilings used for building the re-located Panama Railroad, which runs across the Isthmus, and also for the breakwaters that protect Cristobal from the heavy seas that at times roll in there. The pilings, of yellow pine, all came from the southern states, and practically all the piling that came through New Orleans was carried by UNITED FRUIT COMPANY ships. The average length of the pilings was seventy-five feet.

All kinds of live poultry—chickens, ducks and turkeys—consumed on the Canal Zone during construction days and sent from New Orleans, were carried on Company ships. They were brought in crates and each shipment consisted of from eighty to one hundred crates.

Owing to the fact that our ships were equipped for cold storage, we carried from New Orleans all the eggs, tomatoes, celery, cabbage, lettuce, onions, and some of the potatoes consumed by the Canal builders. This class of cargo was shipped from New Orleans because it was the shortest haul from the States to the Zone.

All the Canal builders, who came to or from the United States by way of New Orleans, traveled on Company ships. They were from all classes of society and on the passenger lists were the names of many important and celebrated men. We carried them all, from General George W. Goethals right down the line. Members of the Canal Commission; congressmen, senators and members of the President's Cabinet; diplomats, ambassadors and ministers from foreign countries stationed at Washington, who visited the Zone to see the great work the United States was doing there; doctors and nurses; steamshovel operators, trainmen, electricians, boilermakers, etc., all came by way of New Orleans on our vessels.

AT this time navigation along the Central American coast was unduly hazardous and vessels of the Great White Fleet, as well as those of other Lines, had gone ashore due to the fact that the charts available to navigators were old and unreliable. The UNITED FRUIT COMPANY therefore prepared and sent the following petition, which was also signed by other steamship interests, to the Secretary of the Navy on April 5, 1909:

The Honorable George Von L. Meyer,
Secretary of the Navy,
Washington, D. C.

Sir:

The undersigned, representing the New Orleans Board of Trade, the UNITED FRUIT COMPANY, Vaccaro Brothers & Company, Bluefields Steamship Company,, Ltd., S. Oteri & Company, and the Central American Steamship Company, desire to bring to your attention the importance of having a re-survey made by the United States Navy of the waters and harbors along the coasts of Central America from Cape Catoche on the Yucatan coast to Colon, Panama. The charts of these waters, covering the coast of British Honduras and the outlying banks and reefs; Spanish Honduras and adjacent islands; the Mosquito Coast and ports of Costa Rica, with outlying islands and cays,

are of ancient date and leave much to be desired in the way of information which would make the navigation of these waters safer for the many vessels which ply between New Orleans and these ports. A number of vessels during the past few years have been stranded in these regions mainly because of imperfect surveys and defective charts, uncertainty about the variation of the compass, and the latitude and longitude of prominent points.

The American interests in these localities are very large and are increasing every day, covering some forty vessels with a tonnage of 70,000 tons, which bring annually to the Port of New Orleans—the distributing center for the north and west—425,000 tons of fruit, and carrying outward cargoes from New Orleans of machinery, food stuffs, and clothing, all of American manufacture, which are distributed through the States of Central America. The navigation of these waters is attended with risk at the best of times, owing to the absence of lights and buoys, but a re-survey would remove many uncertainties and diminish the risks.

Within the past six months, two large vessels, representing in value about $1,000,000 each, went ashore on the coast of Spanish Honduras and Nicaragua. With the constant addition to the steamship fleet, between New Orleans and Latin America, these risks are becoming greater and involve larger sums of money every year.

Respectfully,

(signed)

C. H. Ellis, President	Representing New Orleans Board of Trade.
M. J. Dempsey	Representing UNITED FRUIT COMPANY.
Vaccaro Brothers	Representing Vaccaro Brother & Company.
Charles DeLerno	Representing S. Oteri & Company.
A. B. Orr, President	Representing Bluefields Steamship Company, Ltd.
John B. Cefalu, President	Representing Central American Steamship Company.

Various leading chambers of commerce, at the instigation of the UNITED FRUIT COMPANY, also backed up this request by official communications to the proper authorities in Washington. As a result, a re-survey was made by the United States Navy of these waters, and new charts, based on these surveys, were printed by the Hydrographic Office. These charts have proved a tremendous aid to shipping, which has greatly increased since the advent of the Panama Canal. The Fruit Company was also responsible for having lights, as aids to navigation, installed and maintained on hazardous reefs.

On November 27, 1911, the *Carrillo,* the *Tivives,* the *Sixaola,* and the *Heredia* sailed from New Orleans for Panama with a large contingent of the American Bankers Association. This cruise was the *pièce de resistance* of their Thirty-seventh Annual Convention. It was a great success. Upon the return of the so-called "Bankers' Fleet" the General Office at Boston was for a time in daily receipt of letters from bankers who had taken this trip and who wrote, either as chairmen of committees or as individuals, complimenting the UNITED FRUIT COMPANY on every department of its steamship service. As Mr. Preston put it: "They seem to have nearly exhausted the English language in their expressions of approval." One of the many testimonials is reproduced herewith:

Steamship *Sixaola*
December 7, 1911

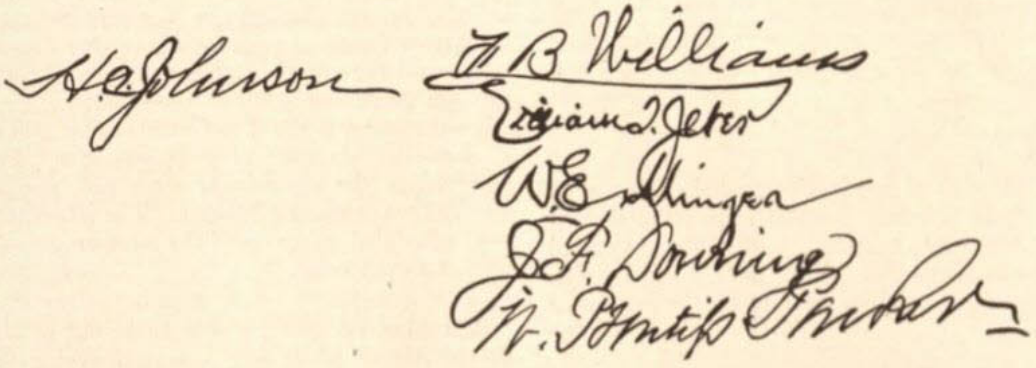
The sixty passengers on board the UNITED FRUIT COMPANY's Steamship *Sixaola,* and representing the nineteen States of California, Illinois, Indiana, Kansas, Louisiana, Maine, Massachusetts, Minnesota, Mississippi, Missouri, New Jersey, New York, Ohio, Oklahoma, Pennsylvania, Rhode Island, Virginia, West Virginia, and Wisconsin, gathered in the Assembly Hall at the close of the twelve days' Cruise of the Bankers Fleet, December 7, 1911, and gave expression to their appreciation of the trip from New Orleans to Panama and return by the adoption of the following resolution:

WHEREAS the plan arranged by the UNITED FRUIT COMPANY for a cruise from New Orleans to Panama and return, with the cooperation of the New York Central Lines, has been faithfully carried out in every detail; affording to us a unique and unusual opportunity for entertainment and instruction that will be a permanent, profitable, and patriotic memory, it is therefore

RESOLVED that the UNITED FRUIT COMPANY has merited our highest appreciation of its enterprise and management in taking us to and through the Canal Zone for inspection of the work of our Government, recognized as the greatest undertaking of the age, and to become a world achievement: and it is

FURTHER RESOLVED that the fleet of new ships, commissioned and equipped for our accommodation, are lacking in nothing for the comfort of the passengers. And we feel a sense of personal obligation to Captain Glenn, his excellent staff of officers, your representative, and the attendants and crew for uniform civility and courtesy at all times.

We, the undersigned Committee:



AMONG many interesting episodes in the career of these vessels, which space does not permit us to mention here, was the part played by the *Almirante* when the steam yacht *Warrior,* belonging to Mr. Frederick W. Vanderbilt, with ten passengers aboard, including the Duke and Duchess of Manchester and Lord Falcon, went ashore on January 27, 1914, in a very heavy sea off the Colombian coast, near the mouth of the Magdalena River. The following report of Captain W. F. Bevan, Master of the *Almirante,* to Captain W. Anderson, Manager Marine Department at Boston, gives a dramatic picture of this incident:

I beg to report the safe arrival of the *Almirante* this Saturday morning at 11 A. M. Sorry I am so late, but this is due to answering the distress signals sent out by Mr. Vanderbilt, on the running ashore of his steam yacht *Warrior* on Cape Augusta the morning of the 27th of January. At the time the messages were received in Santa Marta we were loading bananas, so Mr. Williams decided to dispatch the *Frutera,* then laying in the harbor, to the rescue. The *Frutera* arrived the same evening at Cape Augusta, but owing to the heavy seas was unable to launch a life-boat, so stood by. Eleven P. M. we finished loading bananas and left Santa Marta for the scene of the wreck, arriving off yacht at 3 A. M.; waited until daybreak, then launched our life-boat pulling towards the wreck, but found seas running high and breaking heavily around the yacht. At this moment the life-boat from the *Frutera* capsized in the heavy sea and for a minute things looked bad for the crew. However, my boat was close to and picked up their men, but they lost their boat. My Chief Officer, who was in charge of our boat, landed the *Frutera's* men on board their own ship. The *Frutera* then left for Santa Marta deciding not to take any more chances. I then stood by until 10 A. M. when the wind and sea moderated slightly. We then launched a boat the second time and was this time successful in reaching the yacht and rescuing the whole Vanderbilt party of ten. The crew at this point refused to leave the ship, so I proceeded full speed for Colon. On Thursday morning, just before arriving Colon, picked up distress message from the crew of *Warrior* saying the yacht was breaking up and in dire distress. Mr. Vanderbilt requested me to return to take off crew, so after calling at Colon I returned to the yacht. Upon arrival Friday evening found sea much too heavy to go near her. Waited until 1 P. M. Saturday, and seeing no chance to take off crew decided, owing to being so late, to leave for Kingston, leaving the wrecking steamer *Relief* standing by. Mr. Vanderbilt was quite willing for me to proceed on my voyage.

I have done all I could to make the party comfortable, and they leave me with a very good impression of the UNITED FRUIT COMPANY and its wonderful line of steamships. I am very glad to report the very fine behavior of my crew, especially Chief Officer Edwards, the Boatswain, and six men who went in the life-boat. They performed one of the most daring rescues one could imagine, and deserve your kind consideration.

After the rescue Mr. Vanderbilt sent the following appreciative cable from Colon to Mr. Preston:

"Thank you for valuable assistance rendered by your admirable wireless system and efficient life saving equipment on *Almirante* Captain Bevan deserves praise for handling difficult situation with rare judgment and ability everything being done for our comfort"

THE fall of 1914 witnessed the transfer of all of the Company owned ships from British to American registry under the so-called Panama Canal Act. The *Zacapa* had the distinction of being the first to fly the American flag.

Any account of these steamships would be incomplete without the statement that the UNITED FRUIT COMPANY was the first to instal Edison storage batteries for auxiliary power on its ships and, further, was also the first company to apply this auxiliary power to the emergency lights.

We now have to record the sad loss of the *Almirante*. This vessel, under the command of Captain Farquhar Grant, southbound from New York for Havana and Limon, was struck on September 6, 1918, at 2:45 A. M., by the U. S. S. *Hisco* (oil tanker), operated by the Naval Overseas Transportation Service, bound from Philadelphia to New York, fully laden with oil. The collision occurred about 2½ miles southeast of Brigantine Shoals Buoy, some ten miles off Atlantic City. The night was dark and there was quite a heavy swell. The *Almirante* had a total of 104 persons aboard—97 crew and 7 passengers, and was heavily loaded with freight. She sank very quickly, five minutes after being hit, and six of her crew were lost, the boatswain, three members of the Stewards Department and two coal passers. The *Hisco* was able to make the port of New York under her own steam. At the hearing held before the Local Inspectors the *Almirante* was exonerated of all blame and subsequently, a court of law placed the blame for this collision on the Navy vessel. It was the expressed opinion of the captain and other officers of the *Almirante* that the action of the radio operator on watch in promptly turning on the emergency switch, which immediately applied the electric current to the emergency lighting system throughout the ship, was an important factor in preventing further loss of life, as all the regular lights went out of commission immediately after the collision.

Fortunately, as the *Almirante* sank so quickly, her lifeboats were already swung out and lowered to the promenade deck rail, due to existing war-time regulations. The *Almirante* was scheduled to go into the overseas service on her next voyage.

On May 12, 1923, a fire broke out on the *Santa Marta* while she was undergoing repairs at Erie Basin, Brooklyn, and she was very badly damaged. Prompt repairs were made and the vessel re-entered the service a few months later with improved and modernized passenger quarters.

Upon the completion of the Panama Canal in August, 1914, these thirteen steamships became important links in passenger and freight traffic between the west coast ports of Central and South America and New York and New Orleans. This continued until within comparatively recent years, when, upon the inauguration of direct service through the Canal to New York by the Chilean, Grace and other Lines, the transfer of passengers and freight at Cristobal was abandoned.*

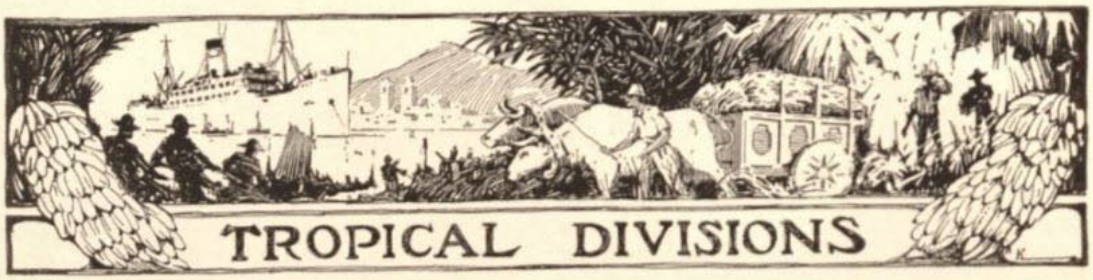
These steamships have been kept in prime condition at all times and have wonderful records to their credit. Within the past two or three years many improvements have been made in their passenger quarters. The Passenger Department has in its files thousands of letters from satisfied passengers extolling the ships and the service.

*Editor's Note:—We understand from Mr. Reynolds that Mr. Wilford has graciously consented to write an article in the near future for UNIFRUITCO on the development of traffic with the west coast ports of Central and South America by the UNITED FRUIT COMPANY.

LONG SERVICE ORDER OF THE UNITED FRUIT COMPANY

Employees Who Entered the Service of the Company During July, 1909

Name	*Present Position*	*Department*	*Division*
E. V. S. Arbouin	Chief Clerk	Exportation	Chiriqui Land Company
Marcus A. DeLeon	Clerk	Accounting	Panama



Banes

A Broadcast From Station MACABI

By Holland McCombs

THIS is Station Macabí—Broadcasting to the far flung confines of this great Company of ours.

Now listen folks (to use the modern vernacular) "get us right." This is not a vote of protest; simply a bid for recognition.

Where, what, and why, is Macabí? If you are not closely connected with this Division, either by proximity or working relations, it is a fifty to one bet that you can not raise your hand and say "aye" to that question. Also you can gamble plenty that there are some employees of this Division who have not so much as paid us a visit.

We are admirably situated on a little neck of land projecting out into the most beautiful and diminutive Bay of Banes, some ten kilometers from the City of Banes. Nature has so graciously endowed us, that there must be few spots on this terrestrial globe which afford such an abundance of beauty and constant agreeableness as to climate. Our shore line is covered by a variety of multicolored floral growth and tropical foliage. There is always a cool and refreshing breeze wafting over the landscape. The Bay itself renders a very picturesque atmosphere, dotted with sails of the various small craft which ply its waters. Ever and anon one may look out across this little body of water and behold a large Sugar Boat steaming out to sea, with its cargo of sweetness, which will very soon spread over the world, pleasing the palates of the most meticulous, and at the same time supplying heat and energy to tired bodies in order that they may carry on in the great and manifold works of the universe.

There now—you have probably guessed! Yes, Macabí just happens to be the place where those little old grains of sugar are made, and incidentally, is the home of our Fabrication and Mill Department of Banes Division. The Power and Ice Plants are also located in Macabí. You might say that Macabí is the place that makes Banes possible. Our auxiliary Departments at Banes are necessary and we would certainly hate to be without them. This article is just a little reminder that Macabí is really a part of the scheme in this wonderful Division of ours.

The personnel of Macabí is principally made up of engineers, fabrication experts, chemists and their families. Among them are men with university degrees who are internationally famous in their various fields of work. And speaking of work. This is a little niche on the earth's surface where that word is spelled with the epitome of correctness, and complete in capital letters. The usual day consists of twelve hours; but you are now and hereby being assured that a fifteen and a sixteen hour day is not unusual at all . . . at all . . . and quite frequently for some eighteen or twenty hours personal application has been necessary to keep the wheels of progress on the up and up. As a rule, the determination of the Sabbath is brought about by careful study of the calendar, or by the sonorous tone of a strange whistle at some unusual hour of the day.

We have a tennis court and a pier reaching out into the Bay that would be an ideal spot to take a plunge were it not for the fact that the immediate vicinity is infested with those vicious little playmates the shark and the barracuda.

Down here in Macabi we are all very interested in our work and like it. That is the way in which we "Keep Fit in the Tropics."

TO the tune "Those Wedding Bells are Breaking up that Old Gang of Mine," our Eddie Benet of the Accounting Department was given a royal send-off on May 4, when he left for Cienfuegos, where he was to be married. Plans for the event were kept quiet as far as Benet was concerned and when he stepped into the dining room for a small party, to which he was invited a few days before he left, he was completely surprised to see the tables of the Club set for over fifty.

Headed by Bill Brennan, as toastmaster (who by the way is also planning to take the big step on June 12), the evening's program was carried through in fine style. Not a moment of the evening was there a chance for any dullness, as supporting Brennan were Flandry with his mandolin, Berberich with his Spanish jokes and "Al" Chagnot with his usual line of natural wit.

During the course of the dinner, E. C. Sara, President of the Banes Athletic Association, with a few well-chosen words, presented Benet with a gift in cash, a token of esteem from his many Banes friends. When he returns with Mrs. Benet from the States at the end of this month, the boys will be on the spot to greet them.

Owing to the absence of our regular steward, the dinner and decorations were taken care of by Mr. Flandry, who proved himself to be a number one mâitre d'hôtel.

THE week-end of May 20 was a free and glorious one for many of the young folks in this Division. Although no special attractions were put on by the Banes Athletic Association for El Veinte de Mayo—Cuban Independence Day—there was plenty of excitement for all.

Early Sunday morning the Club golfers, Gibson, Dudley, Richardson and O'Connor, journeyed over to Central San Geronimo where they played a team of that district. Good golf was displayed by both foursomes, but Richardson made the best play of the contest when he took a birdie on the first hole, the result of a beautiful 200 yard drive.

Following the morning round, Manager Quintana invited the locals to lunch, but in order to get in another round before starting home, the kind invitation was put aside for the second nine holes. After this game, Mr. Levy, accountant of Tacajo, served the necessary refreshments before the Banes team started for home. It is hoped that a team from Tacajo will make a trip to our links soon, as it would undoubtedly stimulate our interest in the game.

At a meeting of the Board of Directors of the Banes Athletic Club held recently, the resignation of George Haines as Treasurer of the Association was accepted. Mr. Haines has been transferred to the Chiriqui Land Company and the local Club has lost one of its loyal supporters. During his six year stay at this Division he has held a number of offices in the Association and at all times was noted for his accomplishments.

J. M. Dudley was elected to fill this vacancy and W. J. O'Connor to the office of Secretary, vice J. F. Frouin, who has been transferred to the Campo.

Personnel Changes: D. C. Hull has weathered his probation term as Acting Division Cashier, which position he has been holding since August, 1928, and his appointment has now been confirmed as Division Cashier.

Departures: Norman A. Miester, Assistant Superintendent of Construction; E. E. Richardson, Assistant Chief Clerk, Accounting Department; Clifton I. DuFilho, Hotel Steward.

New Employees: John M. Dean, Hotel Steward; Dr. Rafael J. Diaz Balart, Legal Adviser.

Guatemala

An Adventure Trip on the Rio Dulce

By Mrs. Margaret Lewis

SKIRTING the palm-fringed Bay of Amatique north of Puerto Barrios the traveler notices after a short time a gradual break in the blue rim of hills which marks the point where the Rio Dulce empties into the sea. For miles in either direction the only sign of habitation, aside from an occasional Carib hut, is the port of Livingston that serves as the commercial link between the outer world and the fruit and coffee plantations of the interior which may be reached by the Rio Dulce, Lake Izabal, and the Polochic River.

The traveler may wonder at a Latin-American town having an English name. Livingston was named in honor of Edward Livingston, at one time an official in the city of New York. To compensate for a deficit in funds for which he was responsible, he lost his fortune and went to New Orleans to practice law. There he became so well known as an expert in the Napoleonic Code that when the young Republic of Guatemala in 1826 found itself in dire need of an organized code of laws, Livingston was asked to write it.

This port was originally established by Caribs banished from the island of San Vicente and this strange race of negroes still constitutes the majority of the population. After passing the few government and commercial offices and an array of small shops that line the principal street, "Carib Town" may be seen at the top of the hill. Here the dwellings are small palm-thatched adobe huts, the interior walls of which are neatly papered with the picture sections of foreign newspapers. The family wash or an array of drying fish represent the most obvious signs of labor among these people, who seem to have discovered the happy contentment derived from having little and doing less.

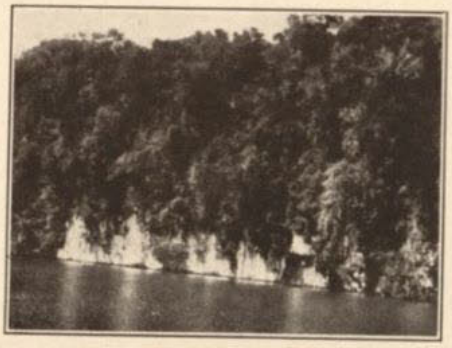
The town of Livingston, named in honor of Edward Livingston, a former New York City official

One of the most fascinating sights in this peculiar village is that of a Carib woman walking up the steep cobblestone street balancing the family washing on her head with all the assurance of a Winged Victory; or perhaps descending with the same languid inde-

pendence to wash her clothes at the feminine community center, a group of stone tubs at the foot of the hill.

Leaving Livingston and proceeding up the Rio Dulce, one may see the Carib fishermen skimming over the waters in their hewed-log cayucos with the agility of South Sea Islanders. Here and there as the boat moves upstream other Carib villages or an occasional patch of bananas may be seen until at last the banks become too steep and densely wooded for human life or enterprise to establish itself.

There is perhaps no river in the world which in the same short length offers more pure scenic beauty than the Rio Dulce as it winds its way through its deep, tree-crowned, limestone chasm. Each bend delights the eye with an ever-changing chiaroscuro of bright tropical sunlight and white cliffs contrasted with the deep shadows of the jungle. Nor does even the storied Rhine with its ruined castles of robber barons suggest more romance to the imagination than this river which long before the time of Cortes and the conquistadores was the chief avenue of communication with the interior. The centuries have left unchanged these scenes of many an encounter between ambitious Spaniards and plundering buccaneers. Time and again the lumbering Spanish galleons laden with treasure for Spain were surprised by these roving pirate bands concealed by the sharp bends of the river or the innumerable dark coves along its shores.



The white cliffs on the Rio Dulce contrasted with the deep shadows of the jungle

Before reaching Lake Izabal the river broadens out into a wide body of water dotted with countless small islands; this is known as the Golfete. Here new vistas are opened to view: in the foreground the tranquil waters reflect the heavy white clouds and the intense blue of the sky, the forested shore lines, and then, in subtle gradations from green to blue,

"Carib Town," at the top of the hill

the wooded foothills leading up to the distant Sierra del Mico mountains.

At the end of the Golfete, where only a narrow neck of water separates it from Lake Izabal, the ruins of the old Spanish fort of San Felipe may still be seen. By maintaining a small garrison and lowering a boom across the water at this point, the Spaniards hoped to protect their island traffic, but in 1666 a pirate band razed the fortifications and once and for all discouraged any similar attempts.

Whatever may appeal to the traveler, whether the beauties of tropical wild life, a glimpse into environments differing from his own, or reminiscences of the conquest of the New World, one thing is certain to impress even the most blasé globe-trotter: nature in its pristine beauty unalloyed by a single billboard to advertise what the discriminating smoker prefers!

Division Gossip

EVERYONE in Virginia who had not forgotten the pastimes of youth was invited to gambol on the green in the moonlight on April 23rd. The round-up centered on the golf course in the neighborhood of the fifth green. Evening attire was not only unnecessary but actually forbidden and we did not even have to get our white pants back from the laundress. After an evening of childhood games, such as "Crack the Whip," "Run, Sheep, Run," and "Black Man," a treasure hunt led to the Bennett home where a picnic lunch was served to tired, happy and hungry gamboleers.

This party may have been the cause of Mr. J. L. Coleman going to the Hospital the next day to have a bunion removed from one of his

feet or he may have been imitating Mr. Weaver who underwent such an operation three weeks previous to the party. The patients are both up and around—Mr. Weaver in a brand new pair of boots—not too small judging from the looks of them.

Each of the several new employees who have just arrived in our Division is very proud of the State from which he or she came and we are glad to see such pride. We trust they may all find their new tropical quarters as comfortable as they could wish. We extend the welcoming hand to:

Engineering Department—S. J. Meares, Florida; F. C. Sanders, Ohio; D. E. Yarbrough, North Carolina; N. C. Estes, Massachusetts; F. M. Methvin, Arkansas; G. W. McJunkin, Pennsylvania.

Agricultural Department—Reynolds, Texas.

Executive Department—Mrs. G. L. Frederick, Kansas.

Accounting Department—Miss G. Rowntree, Massachusetts; Miss B. Silveria, California; Miss J. Carnochan, Massachusetts; Miss M. Corcoran, Massachusetts.

Mrs. G. S. Bennett, Grace, George Jr., and Dickie, have departed for California for the summer. A large number of friends went to the station to bid them goodbye. They will be much missed in the Division, especially at our swimming parties in the San Francisco clear water where we have installed a home-made diving board and know where all the sunken rocks and logs are and just how deep the water is. Grace, Georgie, and Dickie are excellent swimmers and Mrs. Bennett is an expert diver.

Our banana production continues to move steadily upward and indicates that we shall surpass our last year's output of 6,003,842 stems. This year, with less acreage, our production is already 1,815,219 stems as compared with 1,687,122 stems for the same length of time last year. This is very encouraging especially if one considers the extremely dry weather and the blowdowns we have suffered.

Mr. J. C. B. Davidson returned from a vacation on April 17 bringing a bride with him. They were married in Springfield, Mass. Mrs. Davidson was formerly Miss Ruth Pease and at one time was a nurse in the Hospital at Banes, Cuba.

Mr. E. R. Girdner, dragline expert, has finished the Entre Rios Boundary Drain and is moving his complete outfit to Quirigua. He will shortly begin excavation of the Toledo Cut-off of 11,000 yards, and when that is finished he will start work on the big Mejia drainage job.

Mrs. J. W. Richardson and Mrs. G. W. Daniels were given a dinner in the Bananera Club dining hall, before they sailed to the States, by their friends in Bananera. Both these ladies are spending their vacations in their home towns.

The International Railway has speeded up its train service between Puerto Barrios and Guatemala City and is making the trip in two hours less than the former time.

Mr. Hartley Rowe Addresses Engineers at Banquet

IN honor of Vice President Rowe, the engineers gave a sumptuous dinner in the dining hall, with all the fittings of luxury. Mr. John Coleman, officiating for Rev. Kelly, who is in England on vacation, was chief steward and planned the menu. Generally, engineers are supposed to eat only rough food, but it was a pleasure to see them attack turkey and ham, olives and salad, tenderloin steak with French fried potatoes, a fancy dessert, coffee and cigars.

Mr. G. S. Bennett was toastmaster. Mr. Rowe, an entertaining speaker, talked about the relation between engineering and low cost production, sugar manufacturing, effects of competition on our banana markets and the future of the Fruit Company. He is a strong believer in "knowing your costs" and then "reducing them" to what they should be.

After the dinner everyone went to Bananera, where the Bananera Club gave a jolly, informal dance which lasted until 2 o'clock in the morning.

THE Dry Season this year began earlier than usual and continued later, and has been hard on bananas, which clearly show the effects of growing with extreme heat and without rain. The high temperature mark was in April. Only 110. That degree of heat in the

States or Europe would have broken the thermometers. On another day which approached this record the temperature was 105. As a rule, the average temperature for February, March and April is 90 degrees.

Proof that the banana is a hardy plant can be seen in its producing fruit although we have had no rain—only .25 of an inch on the 15th of April—during a period of 34 days. For the three months since the rainy season ended we have had only 3.82 inches. The average for previous five years in February, March and April was 11 inches.

While we have been living comfortably in a little heat and dryness, the temperate zones have had ice, snow and sleet. Just imagine 76 days with snow always on the ground and the thermometer registering "below zero" on a great many of those days. No need to worry here as to whether water pipes will freeze, or the coal in the bin will last another week. There is no ideal climate. But in the tropics, where the nights are always cool and the days are fair and sunny, the general opinion is that our climate is as nearly perfect as any climate can be.

We have a young poet in the Los Andes District who, after furiously studying banana production and office methods, relaxes by composing verses. It would appear he has fallen for various attractively presented advertisements and now regrets it.

Advertisements often tell us
How we can improve our time,
If we'll only let them sell us
"Six short lessons for a dime."
But I wonder why the fellows
Who tell us that they know,
And can tell us, if we'll let them,
How to make the easy dough,
Do not read "High Pressure Selling,"
"How to Play the Saxophone,"
"Course in Funny Story Telling,"
"Have a Nice Home of Your Own."
They remind me of the barbers,
Who are bald, but have the stuff
That will surely make your hair grow,
If you'll only buy enough.

If you want to make *real* money,
Buy our new style "Howlophone";
That's the course that I am selling—
Six short lessons in your home.

Havana

IT is interesting to note the figures of the Immigration Department of Cuba covering tourist travel to Havana during the past season. Inclusive of intransit passengers, tourists, residents, commercial travelers and immigrants, over 94,000 persons arrived at this port between December 1, 1928, and March 31, 1929 alone, an average of around 1,000 per day.

During the same four months of December, January, February and March, 561 passenger steamers arrived, 52 private yachts and 315 aeroplanes.

Each year sees the increase in importance of Cuba as a Mecca for tourists. Millions of dollars are being spent in beautification of the City of Havana, and for the development of places of entertainment for guests, such as the Casino, Jockey Club, Bathing Beach, Havana Biltmore Country Club, Central Highway, etc., and as a consequence tourists are pouring into the country millions of dollars for hotel accommodations, amusements, gifts for friends and in all the various ways in which money can be spent by people traveling for pleasure.

The Cuban National Tourist Commission, Chamber of Commerce, hotels and steamship lines are doing their utmost to give publicity to the Island and with very good results since besides the average tourist, special parties for conventions and other "get-together" meetings, special cruises, and a number of notable people including society folk, writers, "movie" stars, bankers and aviators are being attracted, each of whom carries to his own circle an enthusiastic account of the delights of this fair Island.

This year has exceeded all previous years in the number of visitors that have come to our shores, and it is expected that each succeeding year will bring more and more travelers to bask in the golden sunshine of Cuba and to escape the rigors of the north, enjoying meanwhile all the conveniences of a modern city with the novelty and romance of the old world.

The Police Department of the Havana Division was paid a very nice compliment in a letter received recently from Captain F. de P. Valiente, Captain of the Port at Havana, for its cooperation and assistance to the

regular police force during the recent festivities in connection with the celebration of Cuban Independence Day, May 20. We have a fine group of men in our pier police department and it is pleasing to know that their efforts have been noticed and appreciated.

Señorita Elvira Moreno, employee of the Cuban Telephone Company, was recently chosen by the Cuban National Tourist commission to be "Miss Cuba" in the international beauty contest which will be held in Galveston, Texas, June 8 to 12.

A large crowd of friends and fellow workers were gathered at the docks to say "goodbye" to Miss Moreno when she sailed from Havana for New Orleans on the *Turrialba,* June 6.

Following the beauty pageant in Galveston, "Miss Cuba" and the other representatives will be taken for a short tour of Texas.

Besides being a beauty, Miss Moreno is the very popular captain of the basketball team of the Cuban Telephone Company. We surely wish her luck in bringing home the prize.

This handsome edifice is Cuba's new Capitol, located in the heart of Havana

CUBA'S new Capitol, located in the heart of the City of Havana, was officially inaugurated on May 20 in conjunction with the celebration of Cuba's Independence Day and the exercises attending the taking of the oath of office by President Machado on the beginning of his second term, this time for a period of six years.

The inauguration was an event in the history of Cuba. There were present on special invitation of President Machado, representatives of the principal nations of the world.

The Capitol is another monument to the energy and achievements of Cuba's dynamic Secretary of Public Works, Carlos Miguel de Cespedes. Started many years ago but abandoned very shortly afterward, this architectural masterpiece has now been brought to completion by Secretary Cespedes. A few months more will be required to add the finishing touches of interior decoration.

The surrounding property has been beautified and the Prado in front and other adjoining avenues have been widened to provide the suitable setting the building warrants.

To the constantly increasing beauty of beautiful Havana is thus added another attraction of which all Cuba is justly proud.

"Clorine," said Clorine's mistress, "I've heard about your hard luck, and I'm terribly sorry."

"'Deed, ma'am, Ah ain't had no hahd luck."

"Why—wasn't your husband killed in a railroad accident yesterday?"

"Oh, yes, ma'am—but dat's his hahd luck—not mine."

Races at Blair Park, Guabito, Panama

THE Guabito Racing Committee furnished some real sport and entertainment for the visitors from the Cristobal Division and for local race fans with an eight race program run off on Saturday afternoon, April 6.

First on the program was a Nursery race of 3 furlongs, restricted to Reflejo colts and fillies which had never started before. The parade to the paddock in front of the grand stand was led by Reflejo, followed by ten of his baby sons and daughters, and the race was won by Reflexus, with Valhalla second and Klanang third. Purse was divided $50.00—$20.00—$10.00.

The second race, the Almirante Plate, 3½ furlongs, open to Panama and Costa Rica bred horses, was won by Glorita, with Upset second and Shamrock third. Purse, $60.00—$25.00—$15.00.

Third Race, 3 furlongs, open to Farm horses, was won by Reflexus from Farm Five, with White Star, Farm 9, second, and Sandoller, California, third. Purse $50.00—$20.00—$10.00.

Fourth Race, Unifruitco Plate, 3½ furlongs, open to any United Fruit Company horse, was won by Reflejo; Deuce was second and Silver Streak third. Purse $55.00—$20.00—$10.00.

Fifth Race, Pony Race, 53-inches or under, went to Reflector; Papoose second; Ramona third. Purse $50.00—$20.00—$5.00.

Sixth Race, Bocas Plate, 3½ furlongs, open to Panama and Costa Rica bred horses. Upset, first; Baby Star, second; Shamrock, third. Purse, $60.00—$25.00—$5.00.

Seventh Race, Farm Horse Race, 3 furlongs, open to United Fruit Company Farm horses. White Star, Farm 9, first; Klanang, Margarita Farm, second; Bugle Call, California Farm, third. Purse $50.00—$20.00—$10.00.

Eighth Race, Panama, Costa Rica Derby, 4 furlongs, open to all horses. Baby Star, first; Reflejo, second; Glorita, third.

A. G. Jensen, with Reflejo and his other horses from the Live Stock Department, Farm 5, took the majority of the races and most of the money. Reflejo took first and second in two entries. Reflejo's colts took four firsts, six seconds and three thirds in the eight events.

The races were all hotly contested and finishes were close. The young horses showed up well and promise to develop into first-class riding animals and short racers.

Costa Rica

Limon Office Holds Dance

THE accountants, penpushers, sawbones. grocerymen and longshoremen of this Division all got together on June first and put over a "big one." All Limon was there, to say nothing of the farm delegation. The old Community House looked like the Palais Royale—confetti, *serpentinas,* hats, horns, whistles, etc., all contributed to the festivities.

The crowd gathered early with all Limon's elite arriving a la Ford, motor cars, or via the proverbial "Shoe Leather Express." We welcomed back Repetto, the first time since the line went out, and he and his famous orchestra repaid us with the most scintillating music ever heard in these parts. The dance lasted until the wee small hours, and was voted a most certain success by one and all.

Karl Standish set off for his vacation aboard the S. S. *Toloa* on May 18, to be joined later by Mrs. Standish, who sailed aboard the *Coppename,* May 28, accompanied by her sister Mrs. Hazel Leadbetter, who had been visiting her.

Frank G. Bayer, industrious farmer of the Agricultural Department, accompanied by his wife and child, left for vacation aboard the S. S. *Carare* on May 24, bound for Germany.

On board the same boat were Mrs. J. O. Stubbe, and child, who will be joined later by Mr. Stubbe, another popular farmer of the Agricultural Department, who is shortly due for vacation.

Ray Huber, who is now replacing K. Standish, on vacation, returned from his trip to the States complete with his usual beaming smile, a snake-skin lighter (that lights) and a gorgeous array of ties, rivaling even Solomon, who in all his glory was certainly never arrayed like Ray, as he perambulates the Limon Commissary.

As a little candle sheds its beam,

So shines a good deed in a naughty world.

The author of these lines could never have seen Ray's beacon shining out in the greyness of the hardware section.

Another prodigal to return to our midst is Reg Tyler, opulent in new possessions and in added weight. Having covered Paris, basked along the Riviera and even gambled lightly at Monte Carlo, he displays an amazing fortitude at the hardship of again putting on harness, and tackles his work as Division Inspector with such vigor that we are wondering how the Suggestions Commission would accept the idea of establishing a vacation colony on the Riviera for deserving employees.

Reg arrived with unlimited luggage, bringing among other things a handsome short wave radio set, replete with loud speaker that actually speaks, a brand new golf bag and sticks, and a complete tea set and patent heater. Tea is now the order of the day.

The famous coastwise schooner the *Linda S.*, which runs between Bluefields, Nicaragua, and Port Limon, arrived on Tuesday, May 28, to unload James Wood, Jr., of the Agricultural Department, and Lawrence Guthrie, of the Engineering Department, who had spent four and a half months in Nicaragua on Exploration work. From all appearances they seemed delighted to be back.

With the falling stock market, and the Company stock selling at such an attractive figure all the thrifty members of the Costa Rica Division have been keeping the Accountant busy with orders to buy stock, under the Company's very generous plan of carrying the stock and allowing payment in forty-eight monthly installments.

Hazel P. Foster

ONE of the saddest duties we have ever had to perform is to announce the sudden death of Hazel P. Foster, of the Accounting Office, who passed away in the Limon Hospital on May 30. Her many friends in this Division are deeply grieved. We express to Mr. and Mrs. Foster our sincere sympathy in their sad bereavement.

A service was held in the Community House, Saturday afternoon, June 1st, in memory of one of the most cheery and popular members of our staff.

Sunday afternoon, May 19, a "surprise" Tea was given at the International Club, to Señorita Flora Velasquez, and Lawrence Richards, Chief Clerk of the Steamship Office, who are to be married in that popular month—June. Their host of friends were present *en masse*, to greet them, and it was a very jolly party which culminated in dancing.

Saturday night, May 25, a native style Costa Rican party was given at the International Club. Announced as a typically "Tica" festival of rural life, the fun started off with a mock wedding, with all the principals arrayed in native rural costume.

The ball room was decorated to represent the *sala* of Don Concho's house, with Carlos Velasquez representing the host. "Na" Petra, *la mamá*, was acted by Leticia Gutierrez, while Berta Aragon, as Luzmilda, the bride, and Claudio Castro, as Rajelillo, the groom, comprised the cast. Neighbors and friends completed the group. It was a hilarious wedding, accompanied by fitting native music.

Dancing was next in order, but when *tamales* were announced, everyone made a mad rush to the roof garden, which was fittingly decorated as Don Concho's *comedor*. Long wooden tables of rough board, lighted with candles, made the setting more picturesque. The *tamales* were delicious, and served with real Costa Rican coffee, made a most especial treat.

Closing Exercises
Hospital Point School

Friday afternoon, May 31, witnessed the closing exercises of the Hospital Point School. A large gathering of proud parents and friends were on hand to enjoy a most decided treat.

The opening of the program consisted in the singing of several songs, by the entire school and, let it be said to the credit of the youngest to the oldest, not one child missed a line of any of the songs.

Young Johnny Thomas, who assumed the duties of announcer, did so in a most dignified and efficient manner. After the singing, Estrella Koch gave a very graceful and clever rendition of the Spanish Tango.

"Marching Home," a one act patriotic play, was the next treat, with the scene laid in Washington at the time Lincoln returned to the city at the close of the Civil War. The characters were as follows:

Eliza Jane, a piccaninny	Margaret Ames
Hannah, a twelve year old girl	Ruth Thomas
Susie, Hannah's younger sister	Marjorie Magee
Frank, Hannah's and Susie's brother	Bobbie Ames
Children of the neighborhood	Carlotta Ames
	Estrella Koch
	Walter Miller
	Herman Kress
	Enrique Mangell
	John Thomas

The acting was perfect, and the audience were entranced by the talent displayed by the small actors and actresses.

A sketch, "The Mad Tea Party," from "Alice in Wonderland," was equally well acted, and the cast had the audience in an uproar by their clever portrayal of the parts. The characters were as follows:

Alice	Carlotta Ames
March Hare	Donald Ames
The Hatter	Martin Chavarria
The Dormouse	Frank Miller

The program ended with the singing of "El Himno Nacional de Costa Rica" and "America," by the entire school, and it was a happy group of school children that listened to the applause they had so well earned. Much credit is due to Mrs. Thor Henrickson and Martha Seuss, for the very commendable performance given by the children under their able direction.

Memorandum to The Fruit Dispatch Company

IN proof of our contention that when bigger and better bananas are grown Costa Rica will grow them, we submit, with mingled pride and pleasure, this picture of a stem of bananas grown on an experimental plot in this Division, which clearly shows what *can* be done.

This brings to mind the old story about the chicken farm, which had as a neighbor, across the road, an ostrich farm. One day the rooster, on a visit, spied an ostrich egg, and being quite intrigued by its size took it home with him. Assembling all the hens he showed them the egg, saying, "Ladies, I don't want to cast any reflection on your ability, but I just want you to see what *can* be done."

Record sized Cost Rican stem of bananas, being held up by J. D. Maurer, Zent District farmer

Now the point is this: Before going into mass production of this new size banana, we would like to know if the Fruit Dispatch Company can handle these large stems. Possibly a new sales policy would have to be adopted, and instead of bananas being sold by the stem, they could be sold individually, like watermelons.

The healthy, happy appearance of Russell J. Brewer, age 5 years, and Robert G. Brewer, age 20 months, sons of D. R. Brewer, Division Accountant at Jamaica, speaks well for the climate of that island

Tela Racing Association

SINCE the first race horse meeting of the Tela Racing Association, which was held at Aviation Park on Sunday, April 18, 1928, horse racing at Tela has gone forward, both literally and metaphorically speaking, in leaps and bounds.

A brief resume of the Association might prove of interest to other Divisions. Membership is open to all employees of the Tela Railroad Company at an entrance fee of $3.00. Other sources of revenue are from the sale of sweepstake tickets, fees for owners entering horses, and 15 per cent. of the betting done through the pari mutuel machines.

The first meeting last year was somewhat of a nightmare to the officials who organized it. Fairly large sums of money were spent on the erection of buildings at the flying field, which location was chosen for the track and named Aviation Park, and additional money had to be spent on the preparation of the track. All this plus the cost of printing and advertising meant an outlay which was by no means covered by membership fees, the only assured income. The horses entered were not up to the standard, the sale of tickets to labor on the farms and other departments was an innovation, and the problem was—could the general public of both employees and non-employees be attracted?

The sale of tickets was made attractive by offering a sweepstake prize of $400.00 for the purchaser holding the serial number and the horse for the sweepstake race. To cut a long story short, that first race was successfully put over; a satisfactory financial balance was left after expenses were cleared; and—most important of all—the general population, including such towns as Tegucigalpa, San Pedro, La Ceiba, Puerto Cortes, had become interested in horse racing, a certain sign that in the near future the general standard of horse breeding in Honduras will be greatly improved.

Four more meetings have been held since then, on July 22 and November 4 of last year, and February 10 and May 12 of the present year, all of which proved successful, and at each subsequent meeting an improvement was effected over the previous one until the last races which crowned all.

Tela on Sunday, May 12, was the hub of the universe, at least so far as Honduras was concerned. Visitors from San Pedro and further afield west, began to arrive the day before, many of them attracted by the dance which the Racing Association organized at the Club for Saturday night. On Sunday two trains from the west and one from the east (La Ceiba) arrived before midday, packed like the invariable sardines.

The Committee is to be congratulated on the excellent classification of horses for each respective race, as it was not possible to match them better. The handicaps also proved to be reasonable and fair. In no race was there an actual run-away, and the jockeys on the whole ran their horses with good judgment.

Many calculations were upset on account of the heavy going of the track. It was a question of the stoutest horse winning rather than the fastest. It will of course be realized that in a limited community such as exists at Tela, there could be no secret as to the possible performance of each horse. Behind each blade of guinea grass surrounding the track; mounted on the radio towers; riding the tail of the "Tela," *our* plane, were many touts with stop watches! Thus to choose a winner was not a very difficult matter in the majority of the races, but to pick one at long odds, and on such a track at this particular race, was another question.

The first race with Ice Box and Red Balsam as favorites was a race between these two —Gasoline being scratched, and Lady Mark trying. Red Balsam won, with Ice Box second. A good race.

Little Stick won the second race, with Rake, Fisherman, and Alone as some of the favorites. Farmer John came in second, which was a surprise.

As expected, Bracelet was a sure winner in the third race. It was not expected, however, for Guncoat to beat Sandy Flea for second place.

With ten horses in the fourth race, it was a difficult thing to pick a winner. Keep Away, Tinderwood, Red Sheik (an unknown horse so far) had their supporters. Two outsiders won, Money Sunk first and Irrigator second. This race was the surprise race of the day. Both horses paid well. Money Sunk had the easiest victory of the whole day.

The fifth race was the most difficult one to judge. Spinach was an easy favorite, but

any of the other horses could have been second—on paper. This race was the best of the day and was worth traveling miles to see. At one time it looked as if Aeroplane was going to carry everything before him but Spinach, even with the handicap, had plenty in reserve. Otantala ran a good second.

The last race was the only race of the day where there was any marring incident. There is no doubt that a foul occurred. Whitwood was not an easy winner but was a certainty, had there been no foul, and the judges' decision to award first place was undoubtedly just. Little Stick was second. Newsboy and Ne Hi were other favorites. Unfortunately Man O' War did not run as there was no jockey. This was a pity because the hard and heavy going might have given him his chance.

An excellent afternoon's sport.

The Bureau of Soil Investigations

By Gordon MacKinney

The work of our Department as the reader will readily understand, is not for publication. The writer trusts that his attempt at humor will not be mistaken for flippancy. The article serves, at least, to introduce the members of our staff to readers of UNIFRUITCO.

THE recent paper on "Plant Performance Records" was read with interest by members of the Bureau of Soil Investigations and it prompted the query, "Cannot we also produce a statistical, intellectual treat for readers of UNIFRUITCO?"

We had before us the classical example mentioned by Mr. Dellenbaugh, during a recent visit, of the hen walking from Mattawumseekeg, in Maine, to Herrin County, Illinois, laying an egg every foot, representing a twenty-four hour egg supply for the Biltmore Hotel. With this inspiration, we felt that surely we also might be permitted to present a few data. Our inquiries range from the infinitely great to the infinitesimally small, so that we have even greater scope than our confrères at Lancetilla. As these limits permit of considerable leeway in the choice of topics, we do not doubt that we shall be able to introduce a few of the outstanding personalities at the laboratory.

There is the story of the child asking its mother if the Lord made everything, including lions, tigers, elephants, and other large animals. The mother replied: "Yes, dear." The child thought for a moment and then gravely inquired: "Fiddling work making fleas?" This is an introduction to the fact that we have an outstanding file here, based on the principle laid down by Boston, that everything shall be equally inconvenient for everybody, and Miss Florence Grobe is entrusted with the duty of carrying this out.

The great open spaces are patrolled by our field men—Dr. Clevenger, Messrs. Pate, Worley, Welsko, McGregor, Garth, Volk, and Nelson. If we accept as a very conservative estimate, a ten mile a day hike for them with fifteen miles on Sundays, we find that in a year of forty-six weeks (six weeks' vacation) they walk 227,500 miles on Company business, nearly ten times around the earth. In moments of relaxation they may well sigh

"Ticks may come, and ticks won't go,
So we go on together."

The question may be asked—"How can soil chemists be distinguished from engineers, farmers, mozos, and other hoboes?" If we turn to Webster for guidance, we find that their arms have most carelessly been omitted from the heraldic designs. These consist of two augers, rampant, on a field of soil. We receive at the laboratory some 12,000 proofs annually that they have made the old auger ramp quite vigorously. In addition to this visual proof, they actually make fully 50,000 borings which are "born to blush unseen," as it were. Allowing ½ pound per boring, we find that they move thirteen tons of soil every year. This is three tons in excess of the amount moved by earthworms per acre, according to Darwin. (The Nature and Properties of Soils, Lyon and Buckman, page 385).

Let the voice of our critics be stilled forever! In passing, render our field men their just tribute, for theirs is no sinecure.

The infinitesimally small is under the care of Mr. N. J. Volk. He is perfectly contented when chasing down one tenth of one

part per million of some elusive salt in any particular soil or water that has excited his curiosity. Messrs. Wilson and Sattler have a wide perspective when they examine soil particles under the microscope. The combined surface area of one cubic foot of clay particles of diameter less than 0.0005 millimeters probably represents more acres than the Company has in bananas.

There is one other member, Mr. Daniels, whose interest is focused on a smaller range, the infinitesimal down to nothingness. At first sight, this may appear so limited as to be negligible, but actually it includes molecular and ionic disturbances, and is of an extremely small order of magnitude. It includes water analyses.

Such, then, is the Bureau over which Dr. Wheeting presides, of multitudinous interests, with an incomparable range of diverse occupations.

Tela News

WHEN the Castilla ball team was here Bill Mais objected strenuously to the hat worn by their short stop and he declared that he was sure, could that hat be destroyed, that Tela would win the series. After the terrible beating Tela experienced the first day, Bill swore sure 'nuf that hat had to be destroyed, and vowed it would be. It was, and Tela won the series. He has just received a bill for the hat but Bill says he should worry as he won enough Castilla money to buy several hats.

We should like to know from Mr. Gooch how he came out on Tela races, as he was given some most reliable tips by the Editor of Tela *News Bulletin*. To wit—Little Stick who won the second race; Gun Coat who came in second in the third race; Money Sunk who won the fourth and paid $23.00 to win and $27.00 to place, on a two-dollar ticket; Spinach who won the fifth race; and News Boy who came in on the sixth race but was disqualified.

Since the Castilla-Tela baseball series our team has been inactive owing to the busy season. In June, however, the boys will get together, and with the material expected from recent employees we hope to have as strong an aggregation as the Division ever boasted.

The team has lost a valuable man in Captain Ralph Cram, who has been transferred to the Colombia Division, and his absence will be greatly felt. Under his four-year leadership Tela Baseball Club has won great distinction in our circuit. We wish "Jed" every success in his new home, and should he play cricket, as he threatened to do before he left Tela, we hope he'll soon learn to bowl a good off-break!

Visitors: Mr. A. L. Cook, who used to be Division Accountant back in 1913 and onwards, when there was a Ceiba Division, and Mr. J. Richardson, who helped to build the railroad in 1914, have just made a short visit to Tela. The railroad east in 1914 went only to Las Palmas and west to Puerto Arturo.

Mr. A. A. Pollan, General Manager Tropical Banana Divisions, and Mr. T. J. Barnett, Engineer for Banana Divisions, also paid us a visit.

Dr. and Mrs. Spinden, world authorities on Latin-American archaeology, were welcome visitors to Tela in May.

Mr. Victor Hatch, Chief Stevedore, Barrios, was a week-end visitor to Tela to meet his wife and baby on the *Tivives*.

Returned: Mr. H. Fernandez of the Manager's Office, from New Orleans on the *Abangarez*. Mr. J. A. Schafer of the Accounting Office on the *Carrillo* from New York.

Tela Racing Association: Mr. Hardy Beuchot has been appointed Secretary to the Racing Association vice Mr. Carlos Cottone, who resigned because of having to be out on the Line continuously.

Hospital: Congratulations to Mr. and Mrs. A. F. Butler of Lancetilla Experiment Station on the birth of a ten-pound baby boy. Also to Mr. and Mrs. Mike Dew on the arrival of a daughter.

Sweepstake Prize: The ticket on *Gasoline* in the sweepstake race was held by Mr. J. Crichton, late of Guaymas District, and now with the Construction Department. "Dave" also held a ticket which entitled him to ten dollars. If Dave had not been an Irishman he would have said: "Ain't Scotland lucky?"

Transferred: Mr. R. W. Cram, Overseer Urraco Farm, and Mr. W. A. DeFreitas, Overseer La Fragua Farm to the Colombia Division. They both sailed on the *Tivives*.

Arrival: Mr. W. M. Nixon, Timekeeper for Farms to Guaymas District. Mr. Nixon is a friend of Mr. W. L. Hallowell, Overseer Naranjo Chino Farm.

Accounting Department: Mr. M. D. Lothrop, Division Accountant, and Mrs. Lothrop have returned after a brief trip to the States.

Sailings: S.S. *Castilla.* Dr. Wilson Popenoe, for Guatemala. Mrs. Monroe and Miss Monroe en route to Costa Rica. Mrs. M. S. Gibson for New Orleans. For Barrios—Mrs. Carlos Cottone and Mrs. Elsa Collier; Mr. T. Grant of Research Department; Mr. G. S. Bennett, Manager Guatemala Division, after brief visit to Tela; Mr. R. Richards, Accounting Department, transferred to Guatemala Division. For New Orleans—Mrs. N. J. Volk.

Mr. Douglas March and family on the New York boat for the States. Mr. A. W. Graves, Chief Clerk Accounting Department, on vacation. Messrs. Vestby and Dean, Company photographers, for the south. Mr. W. L. Davis, Civil Engineer, for the States. Mr. E. F. Sawyer, Lancetilla Experiment Station, for Boston, to which he has been temporarily transferred.

The Origin of Dice Shooting

By F. J. G. Robinson

(Written especially for the information of Castillaites)

THE general idea that the game of dice shooting, or as it is known in polite society—CRAPS—originated in the Ethiopian Empire is entirely inaccurate. History records that the game first was known in the early Chinese civilization, and dates back to 2778 B. C.

During the Chou dynasty and before Confucius was born—in fact almost 3000 years before, the wife of Emperor Woo Win Woo was presented with a precious stone, the like of which had never before been seen. Woo Win Woo's minister Koo Kam Koo, coveted his master's wife, and to settle the question—(duels were then unknown)—they took the precious stone and tried to roll it on the Emperor's stately carpet near a mark which had been made by someone carelessly dropping some poisoned liquid. After they had rolled the stone a few times it was noticed that it had distinctive marks on two of its sides. Immediately the two rivals forgot about the wife and their quarrel, and commenced to gamble as to which side of the stone would appear on top. That was the beginning of crap shooting, and how the game eventually spread westward to Egypt, Africa, and then across to the New World at the time of the Aztecs, is a long story.

However it is definitely known that the famous jawbone of the ass, mentioned in Biblical times, was kept in a local museum and that some vandal broke off a piece as a curio about the time Cleopatra reigned. That piece of bone was made into dice. It is understood that the dice are still in existence and at the present time are among the relics of a famous American millionaire.

Now whenever a crowd of men meet together with time on their hands the "bones" get gallopin', and the fascination for the game is felt by presidents down to the nigger boy in the kitchen. In fact those in the know in club land, in the West-end of London, will tell how Gene Tunney during his recent visit to England introduced the game to the Prince of Wales, who promptly shot five sevens and four elevens in a row, and Gene had to go to Dockland and stage a fight to make the money to pay his wine bill.

A billiard table is the most desired spot on which to play the game; however: "Roll 'em bones, roll 'em bones, roll 'em on the square, roll 'em on the sidewalk, roll 'em anywhere." But the billiard table is preferred.

Ask Castilla.

This fair typist, drawn by Mr. Childs, holds the key to a group of words. What are they?

Top Row (left to right): Villa Smith, Everett Comeaux, John Ell, Bruce Smith, Barbara Walker. Middle Row: Norma Comeaux, Van Mumford, Robert Harold, Mabel Comeaux, Jack Murphy. Front Row: Laurence Smith, Sister Smith, James Murphy, Milton Sherman, Barbara Antill

American School at Preston Closes with Mother Goose Play

On Monday, May 27, the pupils from the American School entertained their parents and friends with a one-act play, "Mother Goose's Party."

Old Mother Goose had ample reason for pride in her large and musical family, for the poise, naturalness and enthusiasm with which they played their parts and sang their songs would have done credit to experienced actors.

The jolly good time and whole-hearted fun obviously enjoyed by the young cast was contagious and the audience had the pleasure of witnessing real natural playing and singing by these talented children. No wonder Little Boy Blue refused to go to sleep. He didn't want to miss the party! Neither did Master Laurence Smith, who, while too young to participate in the play, decided he should be property man and shift the haycock from the center of the stage and substitute himself, much to the joy of the audience, and the consternation of the other players.

There was nothing bashful about this group of young actors. Do you remember your nursery rhymes?

"Georgie Porgy, puddin' pie
Kissed the girls and made them cry."

Jimmy Murphy, as Georgie, must have inherited from Erin's Isle some of his flattering ability, as such technic could hardly be acquired in a mere six years.

The only disappointing moment of the evening was when Little Jack Horner realized his appetizing pie was not to serve as refreshment for the hungry cast.

After the play each child gave an appropriate reading.

Miss Mary O'Neill, the teacher, and Mrs. Bruce Smith, who supervised the music, deserve great credit for their capable work in training these youngsters.

CAST

Introduction	James Reed Jr.
Mother Goose	Villa Smith
Marjorie Daw	Barbara Walker
Jack, son of Mother Goose	Bobby Harold
Tom Tucker	Everett Comeaux
Old King Cole	Bruce Smith Jr.
Jack	Jack Murphy
and	and
Jill	Mabel Comeaux
Little Bo Peep	Sister Smith
Little Miss Muffett	Barbara Antill
Mary, Quite Contrary	Norma Comeaux
Jack Horner	Milton Sherman
Georgie Porgie	Jimmy Murphy
Little Boy Blue	Van Mumford
Little Man with a Gun	John Ell

Rev. Father Oltra Dies at Preston

WE regret to announce the death at Preston on April 28 of the Reverend Father Don Vicente Oltra, in the sixty-seventh year of his age and the forty-third of his priesthood. Father Oltra was born at Cuatretonda, Valencia, Spain. He received his training at the Ecclesiastical Seminary of Valencia. After spending some years as the Private Chaplain of an estate in the Argentine, he was sent to Mexico, from which he was subsequently forced to flee to Cuba. Having supplied for some months in Havana and Cienfuegos he was sent to Preston as Chaplain of the Church of St. Theresa of the Infant in 1927, where he remained until his death.

A Requiem Mass was sung at his church by the Reverend Father Don Gerónimo Peruffo, Parish priest of Mayarí, and burial took place on the afternoon of April 29, 1929, in the Preston Cemetery. The majority of the inhabitants of Preston attended.

Father Oltra was respected by all his flock and, in spite of his age and the vicissitudes of his life, was noted for his activity. He founded the children's catechism class as well as classes in commercial knowledge for girls. The day of his death, he had said two Masses and preached his customary sermon.

Castilla

THIS Division received the following new employees during the month of May:

A. J. Masland, Timekeeper.
J. W. Young, Timekeeper.
W. E. Cowell, Timekeeper.
J. R. Pendergrass, Mdse. Dept.
D. J. Seabloom, Dragline Operator.
D. J. Lee, Jr., M & S Dept.

Mr. Tony Mandella, formerly Chief Clerk in the B & G Department, who has been on extended leave for about three years, has rejoined our ranks and is now connected with the Transportation Department.

Dr. C. M. Roberts is a recent addition to our medical staff, arriving in Castilla with Mrs. Roberts and their two children on May 19. Dr. Roberts, formerly in the Tela Division, is well known here.

We had the pleasure of a short visit from Mr. Crawford H. Ellis during May. Mr. Ellis arrived from Tela and sailed from Castilla for the States via Havana.

Messrs. A. A. Pollan and T. J. Barnett arrived by airplane from Tela on May 18 and spent several days at this Division, proceeding to the States via Havana on completion of their visit.

Mr. O. J. Schofield, District Superintendent from Tela, spent a few days with us going over agricultural problems.

Another of our golfers is now a full-fledged member of the "Hole-in-One" Club. Mr. A. J. Landry made No. 1 on the Castilla course in one beautiful shot to the amazement and gratification of a number of spectators. A box of golf balls was awarded him.

Mr. Joe Gadd has been transferred to Preston. We were very sorry to see him go and wish him the best of luck in his new job.

Mr. and Mrs. E. H. Hall are the proud parents of a fine baby girl, born on May 17.

The Benedicts will have a ball team yet if single men of the team continue to join the ranks.

A new addition will be "Pete" Wetterhall, whose engagement to Miss Elizabeth Pollan, daughter of Mr. A. A. Pollan, was announced a short time ago.

Pete sailed for New York on the *Tela* and will return within a few weeks with his bride.

Pete was given a farewell dinner during which plenty of advice was presented to him by his married friends. May be he will re-

member it, but we doubt this; nobody does. The dinner was a great success and by a few, at least, will be remembered for some time to come.

The employees of the Truxillo Railroad Company sincerely wish every happiness to Pete and his bride and hope that their future life will consist of one long honeymoon.

The Caxinas Club dances are always happy occasions. Its latest, May 11, was given for Miss Blanca Sarrio, as "Reina de la Simpatia de Puerto Castilla," a gesture of *cariña* which is shared by all Puerto Castilla employees. Miss Sarrio is a valued employee of the Truxillo Railroad Company, as are her brothers, Rafael, Ramon and Enrique.

THIS is the latest photograph of John W. Moore, who is in charge of Pumping Plants for Irrigation, Superintendent of the Electrical Department and in charge of the Mechanical Department of the Truxillo Railroad Company.

Mr. Moore is also Chief of the Volunteer Fire Department and is the Ball Team's official Umpire.

He will accept invitations to play bridge any evening except Thursday, when he is at Lodge.

Mrs. Moore and her two daughters, Emily and Mae Louise, live in the States now because Emily has outgrown the school at Puerto Castilla.

Mr. Moore first came to Puerto Castilla in 1914 with H. M. Field.

Cristobal

MR. A. A. Pollan, General Manager of Banana Divisions and Mr. T. J. Barnett of the Engineering Department, Boston, were visitors to Cristobal on May 12.

Mr. M. C. O'Hearn, Vice President, In Charge of Northern Domestic Divisions, was a visitor to Cristobal during the week ending May 11. During his visit he was kept busily engaged meeting old friends.

Accompanying Mr. O'Hearn was Mr. Walter Long, General Manager of the Purchasing Department, who found time to steal away and enjoy the tarpon fishing at Gatun Spillway. Mr. Long is an ardent fisherman and was fortunate in finding many others on the Isthmus who spoke the language of Izaac Walton.

They all return. William Gilbert in his "Panama Patchwork", written several years before the Panama Canal was looked upon as a possibility, makes the statement in one of his poems on the Isthmus, that those who drink of the Chagres River imbibe with it a longing to return to Panama. This prophecy has proven true times without number. Mr. C. A. Gilmartin, former General Manager of the Commissary Division of the Panama Canal is an example. Mr. Gilmartin returned to the field of his former endeavors during the week ending May 11. While he is no longer a full-fledged employee of the Panama Canal and does not wear the emblem of his former connection—the brass check—he nevertheless was radiantly happy visiting old friends on the Isthmus. Mr. Gilmartin accompanies Mr. Long on a tour of inspection of UNITED FRUIT COMPANY commissaries.

Mr. "Bill" Keating, Chief of the Accounting Department of the Panama Division, and his mother, were visitors to Cristobal the early part of May. Mr. Keating is en route to New York for his vacation on the completion of which he will proceed to Puerto Castilla for assignment to duty with the Truxillo Railroad Company.

Mr. Cormas McGarvey of the Engineering and Construction Department of the Panama Division passed through Cristobal en route to New York during the week ending May 11.

Mrs. McGowan, wife of Douglas McGowan of the Accounting Department, Panama Division, passed through Cristobal, May 10, en route to New York.

Mrs. Theresa Harding, wife of the Superintendent of the Merchandise Department of Almirante was a visitor to Cristobal on May 10.

Mr. W. W. Clawson, Traveling Auditor of Domestic Divisions, accompanied by his assistants, Mr. "Bud" Fischer and Mr. I. H. Bennett, are sojourning at the Cristobal Division, auditing traffic accounts. These gentlemen, while almost buried under enormous quantities of figures, still find time to enjoy the Washington Pool and other sources of entertainment provided in the city by the blue Caribbean.

Miss Betty Ellis, of the Freight Department, sailed for New Orleans on the S. S. *Saramacca* on May 4. This popular young lady received a rousing send-off and was the guest of honor at many parties held prior to her sailing.

Mr. Fred Pauling, Division Cashier, sailed on the *Pastores,* May 5, on his vacation. When Fred returns he will be accompanied by Mrs. Pauling and their daughter Sylvia and another little lady who has made her debut into the Pauling family since Mrs. Pauling's departure from the Isthmus several months ago.

Admiral David F. Sellers, Commander of the Special Service Squadron, and Mrs. Sellers, sailed from Cristobal on the *Ulua,* May 12.

Mr. George P. Summerlin, United States Minister to Honduras was also a passenger on the *Ulua.*

Mr. James Drum, Manager of the National City Bank of Panama and Mr. George Rolents, sailed from Cristobal on the S. S. *Pastores,* May 5.

Mr. Joseph Corrigan, Sanitary Inspector of the UNITED FRUIT COMPANY, returned to Cristobal after an extended tour of tropical divisions and sailed on the *Coppename,* May 6, for Port Limon and other Company ports.

Anyone passing the Cristobal Club House lately would have noticed, in addition to the usual racket made by the bowling alleys, the sound of feminine voices. The reason for this is that the very gallant male bowling team of the Accounting Department challenged the young ladies' bowling team of the Freight Department and the challenge was accepted; hence the feverish practice of the ladies in the club house. While the male team may carry its laurels rough-shod over the male teams of the other Departments we feel that, when the smoke blows away after the deciding battle with the ladies of the Freight Department, there will be a thoroughly subdued and defeated bowling team in the Accounting Department.

Tony Raymond tells us that the reason Bill Adams allows his wife to take the family automobile with her each day to her place of business at the Mount Hope Cold Storage Plant is that he considers his new Ford too immature to associate with the old sophisticated Graham Paige of the Banana Department.

Mr. Gerod A. Boding, American Minister to Ecuador, and Mrs. Boding were passengers from Cristobal to New York on the *Toloa* May 19.

Mr. F. G. Cain, Division Passenger Agent, and his wife also sailed on the *Toloa.* Mrs. Cain was going to Havana to meet her parents while Mr. Cain was Boston-bound on vacation.

Mrs. Olive Stone of Camden, N. J., a sister of Mr. A. B. Daly of the Accounting Department, arrived at Cristobal on the S. S. *Calamares* for an extended visit.

A prominent passenger sailing for New York on the *Pastores* is Colonel Harry Burgess, Governor of the Panama Canal. Governor Burgess is making a trip to Washington in the interests of the canal.

Miss Dorothy Wertz of the Freight Department sailed from Cristobal on the *Pastores* June 2 on her vacation to be spent in New York State.

The Cristobal Division announces with regret the resignation of Mr. Frank J. Robertson, Chief Dock Clerk, Terminal Operations. Mr. Robertson has been for many years with the UNITED FRUIT COMPANY and started his career in the Costa Rica Division as a timekeeper on one of our farms. Coming to Cristobal later he was appointed Chief Dock

Clerk, which position he filled until his resignation.

Mr. J. W. Davis, Director of the Fruit Dispatch Company, and Mrs. Davis, arrived on the S.S. *Carare* May 25 and sailed for New York on the *Pastores* June 2.

Mr. and Mrs. Charles P. Tilton and their daughter Marilyn, arrived on the *Metapan* May 2. Mr. Tilton has been transferred from the Boston Division as Chief Clerk of the Accounting Department, Cristobal Division.

Mr. J. G. McClure, Auditor of Cristobal Division, sailed on the *Cavina* for Avonmouth, England, June 8. Mr. McClure has been Division Accountant here for the past year.

Mr. McClure plans to spend a vacation with his family visiting England, Ireland and Scotland, after which he will proceed to Port Limon, Costa Rica, at which Division he has been appointed Assistant to the Accountant. We regret to see Mr. McClure leave Cristobal Division as he has become a general favorite among the employees of all departments.

Mrs. E. J. Daly, wife of the Division Freight Agent at Cristobal, accompanied by her son, Joseph, sailed for New Orleans on the *Cartago* June 2. Mrs. Daly will visit her family in Morton, Mississippi, and intends before her return to the Isthmus, to call on her sister in Milwaukee, Wisconsin.

A holiday means very little in the tropics, particularly in Cristobal, and Decoration Day, May 30, was no exception. Because it was Thursday there were various steamers in port and ships must sail despite the fact that the general populace was out enjoying a National Holiday.

Work was going full blast in the Cristobal Office, and the tick-tick of the typewriters and adding machines were contributing their share to the general din which likens this office to the proverbial "boiler factory," when suddenly we heard bugle calls and immediately there appeared a column of U. S. Infantry. The column advanced with bayonets fixed, as if they were "moving up," and the only difference we could see from the days of 1918 in France was that these doughboys were shaved, well-fed, and not laboring under "that darn heavy pack." The column halted in front of the office and the porches which line three sides of the office suddenly became filled with troops. The ubiquitous small boy was on hand, too, and the usual good-natured banter between the doughboys and the kiddies started.

Shortly another column of armed men appeared, this time the U. S. Marines. These snappy sea soldiers halted and the doughboys made room for them on the porches, because the Marine has the peculiar habit of making himself at home under any condition and usually takes everything he desires, which this time was shade from the tropical sun on the cool porches of our office.

The Marines had scarcely taken up their comfortable positions when along came a column of blue-jackets, but they were not dressed in blue. They wore the regular tropical duck suits and, sailor-like, when they saw the marines and doughboys arguing about who won the war, they quietly found their place, not in the sun but in the shade. The employees of the Cristobal Division got quite a thrill out of this large party of soldiers, sailors and marines. However, their stay was short. The command to fall in came ringing down from the stand of the Grand Marshal and with bands playing and flags flying they marched out on their way to Mt. Hope Cemetery to take part in Decoration Day exercises.

What the Airplane Means in the Tropics

HARKING back to the old days of the UNITED FRUIT COMPANY in the tropics (and by "old days" we mean the period of 1912 and thereabout), while it cannot be said that primitive methods prevailed, nevertheless many phases of farm and plantation work were far behind those of today.

In the matter of transportation particularly do we find a startling advance. Formerly, when a Division Manager wished to make an inspection trip, he was no better off than any of his employees. Like them, he had to mount the quarter-deck of a native pony, or the somewhat less dignified mule, or he had to walk for miles through tropical jungles. All in all, he was forced to spend many weary hours going hither and yon. Today, if the Manager of a Division in the tropics wishes to visit a distant farm on a tour of inspection, he simply calls up the Company's hangar and instructs the Company pilot to run out the D. H. or the Amphibian and have her fueled

Admiral H. H. Cristy and Paul West about to take off for Chiriqui in one of the United Fruit Company planes

up and ready to take off at a specified time. Not infrequently he is back home for lunch.

One of the most ardent flyers in the organization is Mr. Paul West, Manager of the Cristobal Division. In the interests of the Division it is necessary for Mr. West to make frequent trips to various parts of the country —Perme and Panama City, for example— not to mention trips to other Divisions. Were he to depend entirely on the ordinary modes of transportation, such as trains and steamers, much valuable time would be lost and many important details of the Division's affairs consequently held up. The airplane enables the busy executive to keep in closer touch with the manifold affairs of a Division, while giving the necessary attention to details at headquarters.

The accompanying snapshot shows Mr. West about to take off for Chiriqui. With him is Admiral H. H. Cristy, Commandant of the 15th Naval District at Balboa, C. Z., who was on an inspection trip of the waters adjacent to Port Armuelles in the Province of Chiriqui, as well as the facilities for the handling of land and sea planes in Chiriqui. A visit was paid Progreso Headquarters of the Chiriqui Land Company, and an air inspection made of the entire holdings of that Company, during which the landing fields and the coast line and waters of the Province were examined. The visitors then returned to Cristobal—in time for dinner. Had this trip been made under other conditions it would have taken weeks instead of hours.

The Cristobal Gang

You may boast of ships that sail
Full of cargo, fruit and mail,
From the many ports of call in tropic climes;
Of the million stems you've shipped
Of the "cacao" trees you've stripped
And the records that you've made so many times.

It is not our bent to boast,
And we don't intend to roast,
But we feel that in the sunshine we've a place;
'Cause we do our level best,
And we work with vim and zest
And we always meet hard knocks with smiling face.

In Cristobal there's a gang,
That doesn't care a hang
How much they have to do or how it's done.
They can tackle any job,
Without a sigh or sob,
And they go about their work as tho' t'were fun.

They like to work like h—l,
And they love to play as well,
And there isn't anyone who shirks or stalls;
They may blow their horns quite loud
But of one thing they are proud
That they never turn deaf ears when duty calls.

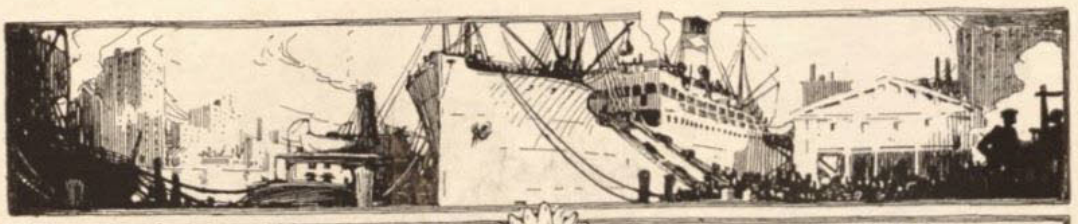
—STEVE KNOWS

Suggestion No. 207

MR. P. D. PARKS, Assistant to Vice President at New Orleans, made a suggestion relative to increasing our passenger traffic, by means of soliciting the teachers and pupils of the public schools, which suggestion was adopted and put into practice at New Orleans, and Mr. Parks has been awarded $25.00 by the Committee on Suggestions for his constructive idea.

A check for this amount is being transmitted to Mr. Parks by the President.

ANNUAL BOWLING BANQUET
1929
UNIFRUITCO CLUB
"NOW DON'T YOU BOYS GET TOO ROUGH"!!
CENSORED
OUR ALWAYS GENIAL MR. CAFFREY
MR. MAC INTYRE CHIEF STABILIZER
ROCCO PALADINO
HOLD EVERYTHING BOYS: HERE SHE COMES - Mad
MY YY-I-I-L-D IRISH RO-O-SE
MUSTACHE
ODD CURL ISN'T IT?
"HERE 'TIS"
BOB HOWLEY (RING MASTER)
MR. LESTER P. JONES (TONSORIAL EXPERT)
THE CROONING CHORISTER TOM McCORMACK
MISS CANTOR
HAPPY GEORGE WHITHEY
JUST WALLACE
LADY of the IVORIES



DOMESTIC DIVISIONS

Boston

Unifruitco Club of Boston Holds Annual Election

FIVE times the UNIFRUITCO Club of Boston has held its annual election of officers and governors. The fifth time occurred June 11, 1929.

An individual, institution or organization is not exactly old when it reaches its fifth birthday, but that election had all the quiet sedateness of extreme old age.

The winning candidate for President was William M. Hughes, of the General Office. His constituents were so confident of success that not a single poster, card, transparency, or announcement was displayed. Three posters by the opposition comprised the entire "campaign". None of the other candidates produced anything, not even the customary card, "Vote for So-and-So."

Memories of the furious campaign of last year were easily revived by reason of the vivid contrast. Last year we even had a "sandwich man," with jangling, clanging dinner bell, banging his way through the very stronghold of the "enemy" and displaying high class political propaganda of a highly entertaining and informative character.

Well, the election is over. No casualties have been reported. The "strain," if there was any, has passed, and the UNIFRUITCO Club of Boston is all set for another eventful year, increasing always in strength, interest, and the good fellowship for which the Club was founded.

These are the new officers:

William M. Hughes, President, General Office
William A. Kehoe, Vice President, Ticket Office
Frank Daly, Treasurer, General Office
Jean L. Bassey, Secretary, General Office
Elma S. Downing, Governor, General Office
May R. Wakefield, Governor, General Office
Walter G. Dimmock, Governor, Long Wharf
M. Charles Laffie, Governor, General Office
Thomas J. McCormack, Governor, Refinery

Accounting Department

THERE have been "parties and parties" for the Accounting Department recently. The first was Caroline (Kirk) Norling's bridge on Tuesday evening, June 4. 'Most everybody went, of course. There were Vesta (Mrs. Arthur Nelson), Elizabeth Walker (Mrs. Wilfred Benson) and their husbands. Eleanor Starr was there too. These parties that bring out our girls who have married or left our office are very pleasant.

Caroline had some very unusual bridge tallies, made to resemble a steamer ticket and the players were matched each game after this fashion: Passenger on the *Berengaria* will play second game with passenger of the *Mauretania* in Holland, Holland being the dining room while the living room represented both Germany and France.

Some of us who live way out in Dorchester and other more distant countries had to leave early, but next day we learned that the prizes were won by Mae Thomas and Laura Ryer.

The second party was a farewell dinner for Esther Cattermole on Friday, June 7, at the Palais D'Or. Esther is going back to California and at the dinner she was given a blue leather writing case which contained an address book and a "dictionary!"

There have been whisperings of late that "someone was coming into the office soon with a Ring", but we didn't just know who the

someone was as there are several very good prospects. Now we know, for Helen Nutter appeared a day or two ago with a diamond on a "significant" finger. Helen's fiance is Vernor G. Rockwood of Winchester. We congratulate them both and wish them much happiness.

Vacations have begun and Evelyn Bellows is now on her way to the tropics on the S.S. *Calamares* which sailed from New York for Costa Rica. Many and various were the suggestions given Evelyn as preventatives for seasickness. Just how efficacious they were will be interesting news.

On May 25 John Kechejian and his ever-ready smile left New York on the *Ulua* for a vacation cruise to Costa Rica.

On Friday evening, June 7 of 1929, one hundred and fifty UNIFRUITCO CLUB members all found time to attend a concert at the "Pops," and not one was held up by the cops. For, as the music pealed forth from the hall, the members heard and heeded the call to hear eighty Symphony Orchestra members play, directed by Alfredo Cassella in a delightful way. There was music for those who like it sweet, and meantime plenty of refreshments to eat. An overture, too, held charm for those who earnestly applauded when it was through. A fine lively march and romantic waltz showed us that Symphony never strikes false. There was something for all and all for some; a program that delighted and pleased everyone. And, as it closed, we could hear them say that it was "the end of a perfect day." Now, we truly hope and will strive with our might that this may not be the last "Pops" UNIFRUITCO Club Night.

Research Department Laboratory

JUNE is the month of raw, east winds in Boston and also the month of blushing brides and dazed bridegrooms. On June 4 Mr. Fred Crockett Brown of Tropic Foods was married to Miss Lila Clarissa Jones (or the other way around, if you prefer) in the Faneuil Congregational Church. Stan Cheney was one of the ushers and Carroll Greene was there to partake of the nourishment after the ceremony. After the reception at the bride's home Fred and his wife slipped off on a honeymoon to points North, but they will be "at home" on Brooks Street, Faneuil, after June 17. The boys in the "lab" presented Fred with a telechron clock so he wouldn't be late for work. Some one suggested a ladder so he could get up in the morning.

Two new members of the laboratory are Mr. Richard St. Clair. who was with us last summer, and Mr. Sawyer, one of Dr. Popenoe's budding scientists, who is being tutored by Carroll Greene in the art of running ripening rooms.

In this informal photo our camera man caught Dr. Wolfson explaining his new game of Banana Golf. This game consists of driving a gloeosporium spore from one stomate to another about the peel of a banana, by means of a tarantula hair mounted on the point of a needle. He says that an eighteen hole golf course can be laid out on a square millimeter of banana peel. The instrument at the Doctor's left elbow is his mechanical caddy, with the help of which he finds lost balls. Among the advantages he claims for the game are that it has a health motor stopped as a means of effortless exercise, and that he can shoot a couple of rounds while people, even those in the same room, think he is working.

The game has one disadvantage, however, in that it must be played at certain parts of the day when the stomates are open.

General Office

Including many people not in the Research Department, we miss the cheerful presence of Mrs. Cornelius Burns. Of course our best

wishes will accompany Mrs. Burns (and Mr. Burns) to Niagara Falls or Nantucket or wherever, though judging by the sunshine Mrs. Burns spreads around her, our wishes will not be essential to her happiness. O, yes, we forgot to mention that before June 17 the bride was Agnes Noonan whose desk, the last day she worked, was decked with glass, pewter ware, candy and gold-pieces and adorned with iris and crepe paper. This display upset the office almost as much as the thought of losing our Agnes.

Production Department

MR. A. A. POLLAN has returned from an extensive trip through the tropics in time to give away his daughter who is to be married on June 20 to Larry Wetterhall of Puerto Castilla.

Mr. M. J. Connelly is now on a trip to the Tropical Divisions.

Mr. J. H. Wilson and Mr. R. H. Goodell are now in the General Office for a few days. The summer influx of visitors has apparently begun. The door is wide open and the glad hand ready for anyone who can escape the tropical heat and endure that of Boston.

Miss Mary Manter of the Publicity Department is another vacationist who is enjoying a cruise in the tropics.

Stenographic Department

WE shall miss Miss Marguerite Shaw, who is leaving us June 30 to take up new duties in the First National Bank, but we know that her sunny disposition will make for her many new friends. The very best to you, Marguerite!

A general cargo was being loaded into a vessel the captain of which made a hobby of working himself into an apoplectic fit as sailing time drew near.

A piano had to be shipped, and it had reached the bottom of the hold when the chief mate ordered the man in charge of the winch to "Heave up."

The captain got excited.

"Do you want to be in this darned place all day?" he roared.

"No," replied the mate, "but there's a man under that piano, and I thought he might like it lifted off him."—*Tit-Bits*

Library Review

Commerce

FRONTIERS OF TRADE, by Julius Klein. 1929. Foreword by Herbert Hoover.

A keen, authoritative exposition (by the recently appointed Assistant Secretary of Commerce) of the whole field of American commerce, and of the widespread expansion of the economic interests of the United States in all parts of the world.

Diplomacy

THE ISTHMIAN HIGHWAY: A review of the problems of the Caribbean, by Hugh Gordon Miller. 1929. Foreword by Don Miguel Cruchaga (formerly Chilean Ambassador to the United States).

An authoritative volume by the former United States Assistant Attorney General, which presents not only a sympathetic statement of the attitude of the United States towards the Caribbean problem, the broader issues inherent in the Monroe Doctrine, and the larger doctrine of the Freedom of the Seas, but also a discussion of the principles of international equity.

A book dealing specifically with the maritime policy of the United States as it centers around the Isthmus of Panama, with the origin and development of the Monroe Doctrine, with the Clayton-Bulwer, Hay-Pauncefote and other treaties affecting the Isthmus of Panama, and with Nicaragua.

DOLLARS FOR BULLETS, by Harold Norman Denny. 1929.

An authoritative, comprehensive, and impartial exposition of the history and general situation which exists today in Nicaragua.

SURVEY OF AMERICAN FOREIGN RELATIONS, by Charles P. Howland. 1928.

An authoritative volume by the Director of Research of the Council on Foreign Relations, which gives a comprehensive and impartial account of the policy of the United States in dealing with other nations on the major issues of the present time.

The contents include: Factors and traditions in foreign policy; the commercial expansion of the United States; the control of foreign policy; organization of a world order; reparations and war debts; the Anglo-American naval controversy; and disarmament.

This volume contains some excellent graphs,

for example: "Percentage changes in the trade of the United States in classes of commodities"; (this includes both imports and exports), and "Percentage changes in the geographical distribution of the trade of the United States."

World Economy and World Politics

INTERNATIONAL ECONOMIC RELATIONS, by John Donaldson. 1928.

A treatise on world economy and world politics dealing first with the "basic geographic and social, and the related political, legal and territorial factors as they bear on the economic situation in world affairs," and with the "structural and industrial basis of international relations, touching upon a number of special problems which are involved, and attempting to view this structure from a perspective and thus to arrive at a systematic view of the whole order."

Such topics as the following are treated in a very comprehensive manner: Domestic enterprise and foreign activity; foreign and international enterprise; international industrial control; foreign enterprise in special areas—systems of economic penetration; resources and national position—the interdependence of nations for essential materials; public, foreign and international control of raw materials—the question of world monopoly of essential supplies; and special resource problems.

In addition, consideration is given to "certain systematic concepts of national economics, of the total economic structure of nations, and of the world economy."

Filing

MODERN FILING, by Estelle B. Hunter.

A clear, concise presentation (with illustrations) of the fundamental principles of efficient filing.

FILING DEPARTMENT OPERATION AND CONTROL, by Ethel E. Scholfield.

One of the most authoritative volumes written on the subject of filing.

The two boys were taking a bus ride.

"Is your seat soft and easy?" asked one.

"Yes," replied the other.

"You are not being jolted?"

"No."

"There are no draughts?"

"No, there ain't. What's making you so anxious about me?"

"Well, change seats with me."

Long Wharf

DURING the past month we were pleased to welcome Messrs. W. J. Gearin and A. J. Anselmo as new employees in the Accounting Department. Both are graduates of Boston University, which gives the Accounting Department quite a "B U" aspect.

Mr. Stephen Joyce has been transferred from the Mail Bureau at the General Office to Long Wharf as Mail Clerk in the Accounting Department, replacing Mr. J. L. McDonald who has been transferred to the Timekeepers Office on the Wharf.

Mr. Arthur J. Emmons has been transferred from the Timekeepers Office to the Weighers and Inspectors Department of the Fruit Dispatch Company at Long Wharf.

Another young man who was well acquainted with most of us at Long Wharf has now become a member of our happy family, as Mr. Fred Pupke has been transferred from the Traveling Auditor's staff and is now in charge of audits in the Accounting Department.

On Thursday, June 6, Mr. Walter G. Dimmock, Port Purser at this Division, was graduated from the Suffolk Law School of Boston, receiving the degree of LL.B. This is Mr. Dimmock's second degree, as some five years ago he was graduated from Boston College with high honors.

Miami

THE marine watch at Miami is a very busy corner indeed, and hundreds of messages are handled over this circuit in a day's time, through the most distressing interference and static conditions imaginable.

Three experienced marine operators, working eight hour shifts, keep WAX on the air at all hours of the day and night and have made it one of the best known stations in the world.

For general "standby" and traffic reception, the marine circuit employs a super-heterodyne receiver and loop antenna, a modern development which reduces static and interference.

—*Sketch by*
L. A. Gayne
Miami Station

Mounted in close proximity to the superheterodyne is another receiver which is used for the reception of continuous wave ships and stations, and all of the KUFC short wave marine schedules are worked on this receiver.

Many seagoing operators have little conception of the inner workings of a busy coast station, or of the extremely heavy and continuous interference experienced by operators at the Miami station.

Also, Miami is too far south to be blessed with light static for very long periods, and conditions at this season are very annoying as a rule. Some ship operators do not take these things into consideration, apparently believing that the mere fact that Miami is a shore station makes it immune from such troubles.

Having just recently been at sea myself, I felt the same way about it, but since being assigned to Miami and having received my "baptism of fire" (as an assignment to the marine circuit is jokingly referred to by the Miami operators) I now "see the light" as it were, and have been "inspired" to draw the accompanying cartoon. The operator looks bewildered? . . . Well, perhaps some ship operator down in the Caribbean is sending him code single on a fast "bug" through heavy static, and is not listening for "breaks".

L. A. GAGNE,
Miami Station

The marine circuits at the New Orleans and Boston stations—in fact at all shore stations—have the same or equivalent conditions to contend with as are mentioned by Mr. Gagne. The Miami boys may gather some consolation from the thought that they are not alone in these worries.

"KUFC" indicates all T.R.T. equipped ships.

A "bug," or vibroplex, is a semi-automatic type of telegraph key which permits greater speed in transmission.

Fruit Dispatch
New Orleans

THE fellow-clerks of Mr. Geo. P. Berry, for a number of years employed in the Traffic Department of the Fruit Dispatch Company at New Orleans, extend sympathy on the death of his father, Mr. Peter Berry, May 9, after a short illness. Mr. Berry had been connected with the New Orleans Public Service for more than thirty years.

The New Orleans office had the pleasure of a visit in May from Mr. John L. Warren, of the Law Department, Boston, and Mr. R. G. Partridge, Assistant to the President, Fruit Dispatch Company, New York City, who stopped over one day in New Orleans en route to Galveston. We understand this was Mr.

Warren's first visit to the Crescent City. Mr. Partridge is an old friend, having spent a portion of the years 1926 and 1927 with us. His last visit here was in February, 1928, and we were all glad to see him again and, incidentally, to note that he has graduated to pipe smoking.

Congratulations are offered to Mr. B. E. Tucker, the Company's Resident Manager at Pittsburg, Kans., who was married in that city on May 20 to Miss Daisy Deane Marshall. Mrs. Tucker before her marriage was a high school teacher of Clermont, Fla.

Mr. W. Esch, recently appointed Resident Manager of the St. Louis Branch, passed through New Orleans with Mrs. Esch, en route to St. Louis. Mr. Esch's steady rise in the Company ranks and his splendid work as Resident Manager of the Fort Worth Branch are tradition. His last visit to New Orleans was in 1920. We were glad to see him again and extend congratulations and best wishes for his continued advancement.

San Francisco

In commenting on the above photograph which pictures Captain Petersen, Master of the S.S. "Limon", holding a fourteen hand bunch of Chiriqui bananas which his ship brought up from Puerto Armuelles, Mr. Scott Rider, Manager of the San Francisco Division said: "Paraphrasing Buick: When better Captains and better bananas are produced, the United Fruit Company will produce them"

New Employees: Mr. John Hansen, son of the Resident Manager of the Fruit Dispatch Company at Sioux City, Iowa, as Cable Clerk of the Division. Purchasing Department: Mrs. Dolores Morrison and Miss Cecelia Mahoney. Accounting Department: Miss Rose Kelker, Mr. S. N. Williams, Mr. J. B. Sullivan, and Mr. H. Reeves.

Visitors: Mrs. William M. Penick, wife of the Traffic Manager of the Fruit Dispatch Company, and her sister, Mrs. Leahey, visited San Francisco recently. They sailed from here on the S. S. *La Perla,* en route to New York.

Captain E. Petersen of the S. S. *Limon,* and Mrs. Petersen, left San Francisco on May 14 for New York, en route to the home of Captain Petersen's parents in Denmark.

Mr. and Mrs. Frank Cook and their four daughters are on vacation, and from news received, they are getting the full benefit of the lakes and mountains of Lake County, California.

The village choir boys had decided to form a cricket team, and appointed their junior member honorary secretary.

In due course the youngster appealed to the curate for support.

This is how his letter ended:

"And we should be very pleased, sir, if you would allow us the use of the bats which the choirmen say you have in the belfry."

New Office-boy: "A man called while you were out, sir."

Employer: "Ah! had he a bill?"

N. O. B.: "Oh, no sir; just an ordinary nose, sir."

New York

Marine Department

THE only hat of its kind will be on display in New York after the S. S. *Iriona* docks. Captain D. B. Kerr will show how this hat should be worn.

Some people are inclined to doubt the claim of Mr. George Weir, Marine Department Draftsman, that he has been under 100 several times recently, and we are hoping for a golf tournament for Company employees to give him the chance to prove his claim. If there is a gallery of the fair sex we can expect George to be at his best.

What a certain employee of the Port Engineer's Office does not know about suitable apartments in Bay Ridge for a young married couple, is not worth knowing. We'll tell you who he is in next month's issue.

In this Department we have a swimming champ in the making, Raymond Astarita, who aspires to be Johnny Weismuller's successor, and if trying hard counts Raymond will realize his ambition.

Accounting Department

MR. FREDERICK H. PUPKE, formerly of the Traveling Auditor's Staff, and now connected with the Boston Division, visited us with his bride, formerly Miss Winona R. Schultz of the Accounting Department at New Orleans Division. Pupke, somewhat of a Beau Brummell, had many admirers in all the Divisions he visited. We are glad he has made his decision, for now the ordinary fellows may have a chance.

Sailing on the S. S. *Calamares* from New York June 8 were Miss Evelyn Bellows of General Office and Miss Ann Sullivan of the Boston Division. Miss Helen Duggan of General Office volunteered to chaperon them to New York. The girls arrived in New York Friday Morning 9:00 A. M. At 9:10 A. M. Helen had already been phoning to a certain Company employee five minutes. However, in justice to the young lady we might add that we know of instances where longer trips have been made on slighter pretense than this.

Returning to Limon on the *Calamares* was Ed Pauly, who had been vacationing in Washington, D. C. Pauly claims he especially made the trip north this year to remind us of the fact that Georgetown University defeated N. Y. U. in football last fall by a score of 7 to 6. We are glad Ed took advantage of this opportunity because we feel it will be many years before he will get another chance to tell us that.

Freight Traffic Department

MR. HARLOE has returned to his desk after an absence which was necessitated by an operation. He is looking very well and the Freight Department is glad to welcome him back.

Mr. George B. Innes is sailing on the S. S. *Sixaola,* Wednesday, June 19, for a tour of Colombian ports.

The Freight Department is glad to welcome Miss Dorothy Jewett to its fold. Miss Jewett was transferred from the Freight Forwarding Department.

Mr. Ted Percy is making an automobile trip to Canada. We wonder why.

With this hot weather, everybody's thoughts turn to the great outdoors. There seems to be some competition among the personnel as to who can come in Monday with the worst sunburn. The race is close, but we think Morgan will win by a neck.

Mr. Ralph Martin signed up as Assistant Purser on the S. S. *Macabi,* which sailed from here Saturday, June 8, for Colombian ports.

Research Department

ON Friday, June 7, Mr. R. T. Teas, formerly of this Department, now Jobbers Service representative, was married to Miss Gertrude Clarke in Philadelphia. A reception was held at the Bellevue-Stratford Hotel after the wedding.

Mr. Samuel Stewart was best man, but despite careful cross-examination we were unable to obtain full particulars as to the bride's dress for our lady readers.

Mr. John Lofdal of the Inspection Department also participated in the capacity of

usher. We might mention here that the total weight of the ushers and best man was a little over half a ton, not one of them weighing less than 200 lbs.

After the reception the bride and groom left for parts unknown, but we have an idea that it was a sea trip, judging from the folders and circulars bulging the pockets of friend Teas during the past few weeks. Guatemala papers please copy.

Stewards Department

PASSENGERS on the ships of the Great White Fleet during the months of May and June were served the following fresh fruits: California Apricots, Carolina Blackberries, Carolina Blueberries, California and Mexican Cantaloupes, Mexican Honey Dew Melons, California Cherries, Argentine Grapes, Florida Grapefruit, California Oranges, Georgia Peaches, California Pears, Georgia Plums, Jersey Raspberries, Delaware Strawberries, and Florida Watermelons. The best of tropical fruits available at ports of call were also served, and of course Bananas, the consumption for the month of May being 690 stems, 450 of which were served as a fresh fruit and 240 were used by the Chef and the Baker for making entrées, pies and desserts.

Passenger Traffic Department

Notables and New York ships on which they sailed:

S. S. *Santa Marta,* May 8—Mrs. Calder and son, family of Mr. Philip R. Calder, Chief Accountant, United Fruit Company, Boston, en route to Santa Marta.

S. S. *Calamares,* May 11—General R. Cassanave, Military Attache, French Embassy, Washington, D. C., en route to Havana. Mr. H. F. Marendaz, President, Marendaz Steamship and Tourist Agencies of Hartford and Waterbury, Conn., en route to Havana. Mr. Charles Page, American Vice Consul at Havana, en route to Havana. Mrs. Olive Stone, sister of Mr. A. B. Daly of our Accounting Department, Cristobal, en route to Cristobal. Mr. Theo. Wright, Office Manager for President, Southern Pacific Company, San Francisco, and wife, en route to Havana.

S. S. *Tivives,* May 11—Mr. G. I. Colby, Vice President of American Commercial Alcohol Company, New York, and wife, for the cruise.

S. S. *Metapan,* May 15—Hon. Roy T. Davis, American Minister to Costa Rica, en route to Port Limon.

S. S. *Sixaola,* May 22—Mr. Eric Barham, Panama Consul at San Diego, Cal., en route to Cristobal. Mr. G. Stevens and Mr. E. Gauvreau, Canadian Trade Commissioner at Lima, Peru, and Assistant, en route to Cristobal.

S. S. *Zacapa,* May 29—Mrs. Elizabeth Matthews, wife of Second Secretary of American Legation at Bogota, Colombia, en route to Puerto Colombia.

S. S. *Toloa,* June 1—Mrs. Eleanor C. Keena and Miss Keena, wife and daughter of United States Consul General at Havana, en route to Havana. Miss Elizabeth DeVoy, connected with Scribner's Magazine, for the cruise.

S. S. *Santa Marta,* June 5—Mr. Carl Just, Secretary to Vice President, Atchison, Topeka & Santa Fe Railway, Chicago, Ill., and wife, en route to Kingston. Miss Abbie Moynihan, sister of Mr. M. J. Moynihan, Superintendent of our Stewards Department, New York, en route to Kingston.

S. S. *Calamares,* June 8—Mr. Samuel Inman, Executive Secretary of Committee on Cooperation in Latin America—Delegate to Evangelical Congress and Miss H. M. Ekland, Secretary to Mr. Inman, en route to Havana.

S. S. *Pastores,* June 15—Mr. J. R. Arias, Attache of the Costa Rican Legation at Washington, en route to Limon. Mr. George Brown, Miss Anne Guthrie, Rev. P. A. Menzel and Mr. C. D. Price, Delegates to Evangelical Congress, en route to Havana. Mr. Edward Chiari and Miss C. Chiari, children of His Excellency Eduardo Chiari, Vice President of the Republic of Panama and Deputy to the National Assembly, en route to Cristobal. Mr. Enrique Lefevre, Secretary of Panama Legation at Brussels, and wife, en route to Cristobal.

Notables and ships on which they arrived:

S. S. *Iriona,* May 17—Mr. M. Fisher, American Vice Consul at Tela. Mr. Ernesto Argueta, Honduran Minister to the United States, en route from Tela.

S. S. *Ulua,* May 19—Admiral David Sellers and wife en route from Cristobal.

S. S. *Zacapa,* May 23—Colonel Arthur Jelf, Colonial Secretary at Jamaica, and wife, en route from Kingston. Captain and Mrs. Harboe Jensen en route from Kingston.

S. S. *Sixaola.* May 16—Mr. H. A. Agnew, Representative of the United Fruit Company at Barranquilla, and wife, en route from Puerto Colombia. Dr. J. G. Smith, American Minister to Panama, and brother, Mr. J. C. Smith, attorney, en route from Cristobal.

S. S. *Toloa,* May 26—Mr. Gerard Bading, United States Minister to Ecuador, and wife, en route from Cristobal.

S. S. *Calamares,* June 2—Captain James Flanagan, President, Andian National Corporation, and Mr. J. P. Jones, Secretary to Captain Flanagan, en route from Cristobal. Dr. Ricardo Alfaro, Panamanian Minister to the United States. Dr. Felipe Avarado, Costa Rican diplomat, and family, intransit to Europe from Port Limon. Mrs. Louise Curtis and children, family of the Counsellor to American Embassy at Havana, en route from Havana. Mrs. B. W. Stoddard, wife of the Vice President of the West India Steamship Company, and son, en route from Havana. Mr. Benito Larson, Esthonian Consul at Havana.

S. S. *Tivives,* June 4—Mr. Jose Valls, Manager, Santiago Terminal Co., Agents, United Fruit Company at Santiago, and wife, en route from Santiago.

S. S. *Metapan,* June 6—Mr. P. R. Calder, Chief Accountant of the United Fruit Company, and family, en route from Santa Marta.

S. S. *Tela,* June 7—Mr. R. H. Goodell, General Manager, Tela Railroad Company, en route from Tela.

S. S. *Pastores,* June 9—Governor Harry Burgess of the Canal Zone, en route from Cristobal. Mr. J. W. Davis, former Vice President of the Fruit Dispatch Company, and Mrs. Davis, en route from Cristobal. Mr. W. L. Long, General Manager, Purchasing Department, United Fruit Company, en route from Havana.

S. S. *Ulua,* June 16—Mr. George Ward, of the Ward Baking Company, and Mrs. Ward, en route from Havana. Mr. Jose Gonzalez, Costa Rican Minister to the United States and wife, en route from Havana.

New Employees: John Rahilly, Watchman, Terminal Operations Department; Arthur D. Harvey, Office Boy, Freight Terminal Department; James J. McGuire, Office Boy, Purchasing Department; Geraldine Brennan, Stenographer, Freight Terminal Department; Lillian Moran, Registry Clerk, Claim Department; William J. Smith, Office Boy, Freight Traffic Department; Richard J. Joubert, English Manifest Typist, Freight Terminal Department; Jack Lamar, Watchman, Terminal Operations Department; Stephen Mann, Office Boy, Accounting Department.

Radio

WE hear that Mr. Fred Muller, Marine Radio Superintendent, contemplates an extensive tour through Georgia and Florida with his family. We wish them an enjoyable trip to the southland and a safe return.

Mr. A. F. Wallis, Commercial Representative, is doing great work in and around Chicago. The cooperation he is receiving speaks volumes for his zeal and personality. Mr. Wallis is working within a 200-mile radius of Chicago and we are confident that the T. R. T. will be better known and consequently better patronized in this territory as a result of his efforts.

New York
Baseball Team

Lower row, left to right: "Tip" O'Neill, Catcher; Ray Sweeney, Infielder; John Patrick Henry, Short-Stop; Frank Noel, Outfielder; Ted Percy, Outfielder; Hubie Magee, Catcher and Third Base.
Standing, right to left: George Naizal, Outfielder; "Happy" Haffern, Infielder; Augustus Whipfield, Short-Stop; Arthur de Tranaltes, Pitcher; Earl Foster, Outfielder; Arthur Dodd, Manager.
Two members of the team absent when this snapshot was taken are Fred Muller, First Base, and Richard Morgan, Pitcher.

United Fruit Company

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WILLIAM NEWSOME.....*Senior Vice President*
CRAWFORD H. ELLIS.....*Vice President*
GEORGE P. CHITTENDEN.....*Vice President*
WILLIAM K. JACKSON.....*Vice President*
CLAUDE D. DOSWELL.....*Vice President*
MATTHEW C. O'HEARN.....*Vice President*
HARTLEY ROWE.....*Vice President*
ARTHUR E. NICHOLSON.....*Secretary*
HAROLD V. SYMONDS.....*Asst. Secretary*
LIONEL W. UDELL.....*Treasurer*
FRANCIS W. MURTHUR.....*Asst. Treasurer*
ALAN M. MACINTIRE.....*Asst. Treasurer*
CECIL B. TAYLOR.....*Comptroller*
CLARENCE I. STERLING.....*Asst. Comptroller*

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